The CHEMIST AND DRUGGIST

RETAILER -WHOLESALER - MANUFACTURER **FEBRUARY 10, 1951**



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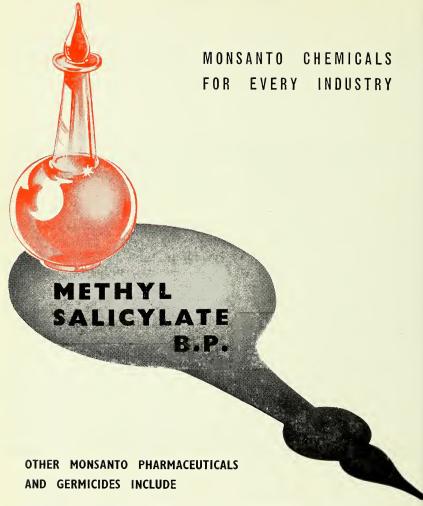
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CHEMIST AND DRUGGIST

for RETAILER — WHOLESALER — MANUFACTURER
FEBRUARY 10, 1951

Published weekly at 28 Essex Street, Strand, London, W.C.2

Telephone: Central 6565 (10 lines). Telegrams: "Chemicus, Estrand, London." e copies 1/- each. Annual subscription, which includes The Chemist and Druggist Diary and Year Book, 30/-.

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NEWS OF THE WEEK

Deaths in Towns from Influenza.—The mber of deaths from influenza recorded the 126 great towns of England and les during the week ended January 27 s 1,239, against 1,099 in the previous

Soap Price Increased.—The Minister Food has approved an increase in the ail price of toilet soaps by an amount uivalent to one halfpenny per 3 oz. tablet cluding purchase tax). The increased ce will take effect on February 4.

Soft Drinks Order Amended.—The nister of Food has further amended the t Drinks Order, 1947, to allow the sale orange squash made from whole freshinges which have been comminuted, ha minimum quantity of added sugar a maximum quantity of saccharin.

Medical Statistics Research Centre.—
e World Health Organisation has set
a centre for statistical research on
beliems arising in the use of the intertional statistical classification of diseases,
uries and causes of death and has
pointed Dr. Percy Stocks, C.M.G.,

F.R.C.P. (chief medical statistician, General Register Office), to direct its work. The centre is situated at the General Register Office, Somerset House, London, W.C.2.

Shortage of Drums.—Manufacturers and suppliers of chemicals, drugs, oils, etc., are finding it difficult to get deliveries of new drums and other metal containers and have requested customers to return loaned containers promptly. In some instances it has been necessary to increase loan charges on drums. The Treasury, in an order dated January 23 (S.I., 1951, No. 108) has exempted certain iron and steel barrels and drums from import duty, with a view to obtaining increased supplies from abroad.

Self-service Development.—A newlyformed Self-service Development Association held its first meeting in London on February 8. Founded in September 1950, the Association has now a membership of forty fifty out of the 550 or more retailers (principally in the food trades) who are believed to be operating the system. Two film strips illustrating self service methods in use are available for, display to trade associations. Application should be made to the secretary of the Association, Goring Suite, Chronicle House, Fleet Street, London, E.C.4.

Industrial "Good Housekeeping" Week. The Royal Society for the Prevention of Accidents is proposing that a national "good-housekeeping" week for British industry should be held in the first week of April, during which stress will be laid on tidiness and cleanliness in the workshop as factors in reducing the risk of accidents. Factory owners are being asked to made use of propaganda material prepared by the Society, and an appeal for co operation is being addressed to the lord mayor, mayor or chairman of local authorities and to every chamber of commerce in the country. Posters are being sent out during the last week in March for display during the first week in April. A booklet for distribution to workers will be on sale.

Travellers' Schools Appeal Success.— The 105th annual maintenance appeal dinner of the Royal Commercial Travellers' Schools, Hatch End, Middlesex, was held in London on January 26 under the presidency of Lieutenant-Colonel M. W. Batchelor. 350 guests were present. During the evening Mr. A. H. Carpenter (secretary) announced that the result of the



At the Royal Commercial Travellers' Schools dinner: Mr. R. H. Briggs (chairman and managing director, East Anglian Wholesale Supplies, Ltd., and national chairman United Commercial Travellers' Association of Great Britain and Ireland) with Mrs. Briggs.

year's appeal was a record, except for the centenary-year total. Mr. Leslie Gamage (president of the school) urged increasing the appeal target to at least £60,000 annually in view of building expenses that would shortly be incurred, appealing particularly to the larger companies. Tribute was paid to the work of the United

Commercial Travellers' Association of Great Britain and Ireland, which a raised over £15,000 for the schools du z the year.

LOCAL NEWS

Factory Proposal Rejected. — A posal by Rushton's (Wholesale), Ltd., a mists, Southport, to develop the site Fleetwood Farm, Marshside Road, erecting a factory there has been reject by Southport corporation.

Ashton-under-Lyne Discussion. — 'Ashton-under-Lyne Branch of the Phariceutical Society held a meeting on Ja ary 31 at which Mr. H. Steinman (a meet of Council) spoke on the problems to confront pharmacy. The matters discus included the Benevolent Fund, Birdsgr House, the new examination regulati and manpower situation.

Branch's First Dinner. — The nev formed Aberdare and Merthyr Branch the Pharmaceutical Society held their f dinner and dance at Pontypridd on F ruary 1. Over 200 guests attended. I toast, "The Society," was proposed by president (Miss G. Humphreys) and plied to by Mr. W. S. Howells (treasu of the Society). "The Guests" was p posed by Mr. D. E. Evans (junior vi president), and Mr. B. Newell (preside Pontypridd and Rhondda Branch) repli-During the evening the Society's crest v displayed in the ballroom.

Rota Duties Criticised.—Following t publication of a letter in the "Aldersl News" on January 20 complaining that single handed pharmacist had thirty-six forty people awaiting attention duri rota duty one evening, Aldershot pharm cists held a meeting to discuss the servi-They reported (1) that the criticism of t pharmaceutical service was launched at time when the service was most vulne able owing to the high incidence of illne -conditions that would soon return normal; (2) the public could co-opera by leaving non-urgent prescriptions un the next day, especially on a Wednesda evening when dispensing reached its pea A high percentage of the prescriptions ha been in the patients' possession for two three days; (3) an analysis showed that least 75 per cent, of the prescription could conveniently be left for dispensir during normal working hours.

Pricing Problems Discussed at Bristo
—At a meeting of the Bristol Branch

the Pharmaceutical Society, on January Joint Pricing Committee for England, South-western Bureau) gave a talk on pricing National Health Service prescriptions. The incorrect inclusion of prescriptions in the "S" batch, he said, increased the work of the Bureau. With ambiguous and badly written prescriptions, endorsements would assist pricers, but incorrect endorsements were more hindrance than help. chemists did not appear to be clear that not all drugs were covered by the bulk prescribing regulations. Claims for advance payment in respect of expensive preparations were limited as to the minimum net ngredient cost of individual prescriptions and groups of prescriptions. After the address, the speaker answered numerous questions.

Manx Health Service. — The Isle of Man Health Services Board has been concerned at the high cost of prescriptions, and at the Board's request the position was recently investigated by a committee of doctors and chemists in the island. This committee has recommended that doctors hould be asked to refrain from ordering proprietary preparations advertised direct o the public, except in cases where they are satisfied that no equally efficacious standard preparation is available. Board will support doctors who conscieniously feel that they cannot comply with demands of patients for medicines. A list of persons exempted from paying the sixpence per prescription form (see C. & D., 1950.11.424) has been issued. Those exempted are children up to the age at which hey cease to be under full-time instrucion at school; people incapable of work pecause of illness for the preceding six nonths; and those in receipt of certain pensions. Hospital patients and others at convalescent homes are also exempt.

Long Service Awards.—A gold wristlet watch was presented to Mr. G. F. Illman recently when he completed twenty-one wears' service with Burroughs Wellcome & Co., Euston Road, London, N.W.1.—Members of the staff of Middleton & Co., Ltd., Middlesbrough, were entertained to dinner on January 23. During the evening, Mr. W. Grace (a director of the company) was presented with a wallet of notes a acknowledgment of his twenty-one years' service with the company. Mr. Graham Adams (Thomas Morson & Co., Ltd.) afterwards entertained the guests.—At the annual staff dinner and party of

Lewis Woolf, Ltd., and its associate company, Transtex, Ltd., Birmingham, on January 27, presentations of striking clocks in walnut were made to five employees who had each served over twenty-five years with the company. Presentations by the employees of a plated tea service and barometer were respectively made to Mr. B. Woolf (managing director) and Mr. F. Hadley (works director).

Hounslow Annual Dance.—About 300 members of the Hounslow Branch of the Pharmaceutical Society and their friends attended the Branch annual dance on January 26. The president of the Branch (Mr. W. H. Bowden) welcomed the guests,



amongst whom were the mayor and mayoress of Heston and Isleworth and Mr. P. Reader Harris (local Member of Parliament). Bouquets were presented to the mayoress by Mrs. Bowden (wife of the president); and to Mrs. Bowden by Mrs. E. K. Channing (social secretary of the Branch).

Association of Glasgow Pharmacists.— The annual meeting of the Association of Glasgow Pharmacists was held on January 26, the president (Mr. R. F. Mackay) in the chair. The secretary (Mr. J. D. Brodie) recalled in his report for the year that a stock-transfer scheme had been placed before members, but said they had subsequently become apathetic towards it. Prescription dockets made available members had been well received. one exception, all private contractor members of the local Pharmaceutical Committee were members of the Association. Mr. J. K. Wood (convener of a subcommittee for the production of a year-book and diary) gave a report on the events leading up to the publication of the diary (which has been issued free to each member). Referring to a proposed alteration in the committee's constitution, Mr. J. D. Mair said that all branches of the profession ought to be represented on the committee, and that was agreed to after discussion. The following officers were elected for the year:—President, Mr. J. D. Mair; Vice-president, Mr. T. Morrison; Treasurer, Mr. H. Kerrigan; Secretary, Mr. J. D. Brodie.

IRISH NEWS

Dublin Pædriatric Unit.—A pædriatric unit of the Rotunda Hospital, Dublin, was opened by Dr. Noel C. Browne (Minister for Health) on January 27.

Shops Act Warning to Chemists.—The Markets Committee of Londonderry corporation has decided to warn chemists who violate the Shops Act and to institute pro-

ceedings if the warning is unheede Alderman F. E. McCarroll said at a meding of the corporation recently that twillingness of chemists to help the pubshould not be curtailed. Councillor S. O replied that the motion did not prevechemists giving out medicines after tstated hours but prevented the sale other commodities such as face powde. The city solicitor told the corporation that there was no law against serving peophowho were on the premises before closin time, but chemists had been open at 99.30 p.m. selling shaving cream and sin lar goods. No effort was being made stop people getting prescriptions dispense after closing time.

MEMBERS' NIGHT AT LEEDS

AT a meeting of the Leeds District Branch of the Pharmaceutical Society held recently, Mr. Paul Dobson presided and addresses were given by two members.

Mr. A. N. Stephenson, presenting an address on "Hospital Pharmacy," said that only during the past 100 years had the supply of medicines begun to emerge as a separate branch of a hospital. There were fortunately few hospitals today without pharmacists, whose value was being more and more appreciated by Hospital Management Committees, the presence of pharmacists on which had helped to improve the status and promote the development of pharmacy departments. The Guild of Public Pharmacists advocated that the department should consist of a dispensary, an aseptic laboratory and sterilising room, an office, and adequate storing facilities easily accessible from the street, all conveniently situated in relation to one another.

The speaker gave a brief description of the method of work followed in his own hospital, and dealt with the development of the Guild of Pharmacy and the advent of the National Health Service. The Ministry of Health, he said, had instituted centralised buying for x-ray films, streptomycin, rubber gloves, and certain other items. In subsequent discussion Mr. Stephenson pointed out the danger that a chief pharmacist might become reduced in status on the appointment of a group pharmacist. Syringe sterilisation presented, he thought, a problem in large hospitals, which the pharmacist should solve as part of his responsibilities.

Mr. R. W. GILHAM, in an address on "The Training of Apprentices," mentioned

that 200 students who had registered 1950 had elected to take their practic training before qualifying. He considered that an apprentice who received a god training before college made a better st dent and in the end a better pharmacis than one whose apprenticeship came aft his college course. The problems and task an apprentice faced in retail business we real, and active thinking took place mo easily when one faced problems that ha an immediate bearing upon convenienc health, comfort or pocket. An apprentic as he moved round the stock, learned great deal about the drugs, and in notin the precautions relating to the storage of D.D.A. drugs and poisons and the entrice he gradually acquired a knowledge of th records required in pharmacy practice,

Steps in Training

In dispensing, the apprentice migh well begin with the mixing and weighin of powders, and go on to deal with crystal line substances, active agents (e.g., potas sium chlorate) requiring special precau tions, the protective wrapping required fo volatile or hygroscopic substances, tritura tions for weighing fractional grain quanti ties, and the weighing of individual pow ders, cachets and hard capsules. Afte powders, he could proceed to study tab lets, mixtures, lotions, liniments, gargles etc. The apprentice should be encouraged to use his own powers of observation and familiarise himself with reference books and some grounding should also be giver in the principles of salesmanship.

Mr. L. W. RYCROFT, proposed, and Mr. E. Winder seconded a vote of thanks to the

speakers.

TOPICAL REFLECTIONS

Price Maintenance

The eighteenth annual function of the Chemists Federation was distinguished by an important speech by the chief guest, Mr. Oliver Lyttelton (p. 142). As a former President of the Board of Trade, Mr. Lyttelton has been in touch with many of the problems of various trades and industries: his balanced comments on price maintenance differ, therefore, from the amiable generalities expected from such visitors on similar occasions. I do not suppose that the speaker had any chemists' trade organisation in mind when he said that abuses in the field of resale price maintenance could easily exist. Information reaching me at intervals from other trades makes it evident that certain problems troubling some of these trades differ considerably from those of either wholesale or retail chemists. On such problems I have no claim to give an opinion. What I do know is that since the late 'nineties the price protection system devised by Sir William Glyn-Jones has been of very great value to manufacturers, wholesalers and retailers. Mr. Lyttelton also pointed out with justice that resale price maintenance "was much more than a protection to the manufacturer. It also protected the worker in the industry." The chain of interests is thus complete. All of us can agree with him that where abuses are shown to exist, traders should be prepared to eliminate them.

An Interim Report

Perusal of the interim report by the Council of the Pharmaceutical Society on Branch Representatives' resolutions passed in May 1950, or then referred to the Council for consideration (summary on pp. 150-51), consumes more time than every pharmacist can spare. If the agenda of the corresponding meeting to be held next May is to include discussions on (1) these resolutions, (2) any others that may have been submitted by then, and (3) the proposed revision of the Society's constioccupy more than one day. This interim report, like others, has the disadvantage that it creates a sense of uncertainty. Branch officers and representatives. patiently wading through this mass of information, may wonder how much of it will remain unchanged in the final report. Again, will a second or even a third interim report be considered necessary?

These questions are not academic. While I realise that the Council may justifiably ask for longer time to consider some of the resolutions of May 1950, any suggestion of instructing the branches "de haut en bas" will, as you have indicated, be resented. One of the matters about which the Council cannot, apparently, yet express an opinion is regional representation; yet that subject has been before the electorate for, I think, nearly half a century. Let us hope that when the topics forming the subject-matter of this document are debated, prolixity, whether in delegates' speeches or in platform explanations, will be shunned. Many public speakers have an annoying habit of outstaying their welcome.

A Full Life

Following closely on the life histories contributed to your issue of January 20 by Mr. David Black and Mr. J. K. Harvey comes another interesting autobiography on pp. 152-53. Other veterans may be inspired to follow this example. The writer, Mr. F. F. A. Tunbridge, Ph.C., has lived a full life, and that usually means happiness. His reminiscences are certain to bring back the past to many of your older readers. Though I could not have guessed the year of the launching of "The Fly Cemetery," I remember the arrival of a first dozen or more and the hilarity caused by the facial resemblance of the florid gentleman depicted in the advertisements to some local celebrity. Similar identifications took place, probably, in many parts of the country. Old ladies were at first dubious about using the new killer for fear of being cruel to the flies. As Mr. Tunbridge shows, it was possible in the 'nineties to use vast quantities of eggs in preparing embrocations. We had then no Ministry of Food and no "austerity": in the height of the egg-laying season one could buy fresh eggs for about sixpence a dozen. Many of us, like your contributor, lent a hand to lecturers and others during the early days of x-rays; but few, I suppose, were sufficiently gifted to acquire a technique in dentistry by means of a weekly half-day coaching. What the Dental Board would say now to such a curriculum I do not know. In contrast to these activities stands the author's experience in drama. Any such change from work and study is to be welcomed, and keeps one young at heart. Xrayser

NEW COMPANIES

Hall & Furrell, Ltd. (P.C.).—Capital £100. To carry on the business of wholesale and retail chemists, etc. Stanley G. Hall and Clive L. Furrell, directors. R.O.: 171 Stoke Road, Slough, Bucks.

JAF (CHEMISTS & OPTICIANS), LTD. (P.C.).—Capital £2,000. To carry on the business of chemists, druggists, opticians, etc. Abraham J. Freeman, M.P.S., director. R.O.: 49A Shudehill, Manchester, 4.

CAPWYN, LTD. (P.C.).—Capital £500. To carry on the business of chemists, etc. Harry Wynbourne and Gerald Capper, directors. R.O.: 2 Barbican, London, E.C. 1.

DIRECT PRODUCTS (DRUGS), LTD. (P.C.).
—Capital £100. To acquire the business of a drug store carried on at Bolton. Benjamin Brierley and Harry Walkden, directors. R.O.: 56 Market Place, Bolton.

Manley, Wright & Co., Ltd. (P.C.).
—Capital £100. To carry on the business of agents for, brokers of and dealers in chemicals, drugs, etc. William W. Manley and Kenneth W. Jones, directors, 55 Edward Street, Fallowfield, Manchester, 14.

Thomas Favell & Co., Ltd. (P.C.). Capital £100. To carry on the business of manufacturers of and dealers in chemicals, drugs, medicines, etc. Thomas J. Favell, director. R.O.: 192 Seven Sisters Road, London, N.4.

Leach & Burton (Chemists), Ltd. (P.C.).—Capital £1,500. To carry on the business of pharmaceutical and general chemists, etc. Albert E. Leach, M.P.S., and L. G. Burton, directors. R.O.: 8 Queen Street, Cheapside, London, E.C.4.

C. M. W. LABORATORIES, LTD. (P.C.).—Capital £5,000. To carry on the business of chemical manufacturers, chemists' sundriesmen, etc. Percy Hawtin, Alfred B. Blackhurst and John Osborne, directors. Solicitors: Blackhurst, Parker & Co., Blackpool.

PHILLIPS-WILLIAMS (CHEMIST), LTD. (P.C.).—Capital £1,000. To acquire the business of a pharmaceutical chemist carried on by H. G. Passingham at 227 The Broadway, Southall, Middlesex. Grenville T. Phillips-Williams and Robert H. MacIntyre, directors.

Thomas Reid (Chemists), Ltd. (P.C.).
—Capital £5,000. To carry on the business of retail and wholesale chemists and

druggists, opticians, etc. Thomas Re M.P.S., Winifred M. Reid, and William Reid, directors. R.O.: 28 Station Ros Harpenden, Herts.

DRY-VAPOUR (DIFFUSERS), LTD. (P.C.—Capital £4,000. To carry on the buness of manufacturers of and dealers all kinds of chemicals and appliances, cluding products used for disinfecting preservative purposes, etc. First direct are to be appointed. R.O.: Carli: House, 8 Southampton Row, Londo W.C.2.

COMPANY NEWS

THE DISTILLERS CO. (BIOCHEMICAL: LTD.—Mr. E. G. Gross has been appointed managing director.

James L. Hatrick & Co. (Londo Ltd., 58 Britton Street, London, E.C. —Mr. W. G. Barrow has resigned his potion as managing director.

MR. ALFRED E. CHESHIRE, a director Barclay & Sons, Ltd., 95 Farringdo Street, London, E.C.4, has been appointe joint managing director of the compar in succession to Mr. Vernon S. Porte Mr. Porter remains a director of the conpany in a consultative capacity. [Correcte note.]

EVANS MEDICAL SUPPLIES (NORTHERN LTD.—Evans Medical Supplies, Ltd., hav acquired the whole of the share capital of Philips, Spencer, Dakers & Co., Ltd wholesale chemists, Low Friar Street, New castle-on-Tyne. The name of the new sulsidiary company has been changed to Evans Medical Supplies (Northern), Ltd and the directors are Mr. Ian Fergusso (chairman and managing director of the parent company), Messrs. H. Ashley Mason W. A. Kinnear and Charles W. Kodinso (all directors of the parent company). The general manager is Mr. Norman McQueer M.P.S., formerly managing director of Evans Medical Supplies (India), Ltd. The Newcastle business was established in 1833 and was incorporated as a limiter liability company in 1945.

Company Registrations in 1950.— Statistics compiled by Jordan & Sons Ltd., company registration agents, 111 Chancery Lane, London, W.C.2, show tha in the chemicals class two public companies, with a combined nominal capital o £300,000, were registered in London in 1950, while 378 private companies were registered with a total nominal capital o £1,765,940.

LEGAL REPORTS

Phenadoxone on "Repeat" Prescription.—At Liverpool, on February 1, William Edmund Barlow, described as a themist, 37 Liffey Street, Liverpool, was fined £25, and Mrs. Cordelia Elizabeth Mary Ritchie, 6 Wyndale Close, Mossley Hill, was fined £20 for offences under the Dangerous Drugs Regulations. Each was ordered to pay £3 2s. 6d. costs. Barlow was summoned for supplying 117 phenaloxone tablets to Mrs. Ritchie otherwise han under the terms of his authority, and or failing to return a prescription for ifty tablets for inspection. Mrs. Ritchie pleaded guilty to procuring a total of sixty phenadoxone tablets. Prosecution stated hat the matter came to light when a deective visited a chemist's shop at 214 Smithdown Road, where Barlow was employed. The books showed that, between May and September 1950, Mrs. Ritchie btained 1,002 phenadoxone tablets. There hould have been nineteen prescriptions, out only six could be found. The allegaion against Barlow was that he repeated he supply of the tablets three times on a loctor's prescription endorsed "Repeat, if necessary." Those issues were unlawful because a repeat prescription for a Dangerous Drug should state the interval. Barlow also failed to put his mark on the prescription each time. For Barlow it was tated that he had been guilty only of an dministrative mistake.

Tax Rate on Deodorant .- In the Chanery Division, London, on January 31, Mr. Justice Roxburgh was asked by Tattoo Cosmetics, Ltd., Eldon Street House, Eldon Street, E.C.2, to decide the rate of ourchase tax to which a substance known s Five-day deodorant was chargeable inder the Finance Act, 1948. For the ompany it was represented that the quesion was whether the substance was a toilet preparation or, as the Commissioners of customs and Excise declared, a toilet reuisite. If it was not a toilet requisite hen there was the question whether it ould be described as an "alleviating toilet preparation, unperfumed." If it was a reparation of that description it carried surchase tax of $33\frac{1}{3}$ per cent.; if not, the uty was 100 per cent. If the substance vas a toilet requisite applicants lost their ase completely. For the Commissioners f Customs and Excise, it was argued that he test was as to the word "unperfumed." The sale involved was not of a deodorant otion but of five deodorant pads, and it

fell within the category of toilet requisites rather than that of toilet preparations. The judge held that the product had a perfume, which was designed to disguise the odour of the other ingredients. To escape taxation at the higher rate it was necessary for the substance to fall within the description of "alleviating toilet preparation, unperfumed," as did, for example, calamine lotion. It was admitted by the solicitor for Customs and Excise, solely for the purposes of that case, that the deodorant was a toilet preparation similar to calamine lotion, though he denied that it was unperfumed. His lordship said it was unnecessary to determine whether the product was a toilet requisite and he declined to do so because his decision might affect persons not parties to the proceedings. Accordingly the substance was taxable at the higher rate of 100 per cent.

BUSINESS CHANGES

MR. G. D. BAGNALL, M.P.S.I., is to open a pharmacy at Main Street, Tallaght, co. Dublin.

STANNING PROPRIETARIES, LTD., have appointed Mr. H. F. Harris, M.I.S.M.A., as their sales and advertising manager.

ROUSSEL LABORATORIES, LTD., are removing to 847 Harrow Road, London, N.W.10 (telephone: Ladbroke 3608) on February 16.

Mr. E. N. Eyles (a representative of Herts Pharmaceuticals, Ltd.) has moved to 25 Sandy Way, Walton-on-Thames, Surrey (telephone: Walton-on-Thames 2560).

The business of W. J. Jack, chemists, 71 Clerk Street, Loanhead, Midlothian, is being carried on by Mr. W. J. Jack, M.P.S., following the retiral from the partnership of Mr. John Bowman, M.P.S., on December 31, 1950.

SHELL CHEMICALS, LTD., 105 Strand, London, W.C.2, have appointed Mr. A. J. M. Harris, M.B.E., manager of their publicity department in succession to Mr. P. C. Drake, F.I.A.M.A., who is undertaking special managerial work in the company's agricultural activities,

Overseas Economic Surveys.—Recent additions to the Board of Trade series of overseas economic surveys include "Uruguay" (1s. 6d.); "South and North Rhodesia and Nyasaland" (2s. 6d.); and Japan (1s.). They are published by H.M. Stationery Office, Kingsway, London, W.C.2.

BIRTHS

CRUICKSHANK. — At Rubislaw nursing home, Aberdeen, on January 16, the wife of Duncan James Cruickshank, M.P.S., Dyce, Aberdeens, of a son.

DEATHS

Arnold. — In Exeter, on January 30, Mr. W. R. B. Arnold, M.P.S. (managing director and secretary of Holman, Ham & Co., Ltd., 1 Old Tiverton Road, Exeter), aged seventy-five. Mr. Arnold, who had been associated with the company for about fifty years, was a past-chairman of the Exeter Branch of the Pharmaceutical Society, and a member of the Devon Pharmaceutical Committee, and had held office in the National Pharmaceutical Union. For some years he was a member of the health committee of the Exeter city council. He leaves a widow and one son.

BARRASS.—Recently, Mr. Jonathan Garbutt Barrass, M.P.S., Carr House Road, Doncaster, aged forty-nine. Mr. Barrass was apprenticed in Doncaster, and after qualifying in 1923 he opened in the same year a shop of his own, followed about thirteen years later by a second shop in Doncaster.

Colectough. — On January 23. Mr. Frederick Robert Colectough, M.P.S., 8 Wood Green Road, Quinton, Birmingham, 2, aged sixty-seven.

CONNOR.—On January 31, Mr. J. E. Connor, J.P., M.P.S.I., M.P.S.N.I., aged eighty-four. Mr. Connor, who had the distinction of having been president of both the Irish pharmaceutical societies, qualified under the Pharmaceutical Society of Ireland in 1889. He later joined the Council and in 1919 was elected president. On the formation of the Pharmaceutical Society of Northern Ireland in 1925 he became a member of Council, and six years later was appointed its president. He continued to serve on the Council until 1947 when failing eyesight obliged him to retire. In the former North Irish Pharmacists' Association he held the office of vice-president. Mr. Connor followed his father as principal of S. Connor & Sons. wholesale and retail chemists, Hill Street, Newry, co. Down, which was founded by his great-uncle in 1826. Among many commercial interests he was chairman of the Newry Mineral Water Co., Ltd., and a director of the Newry Steam Laundry Co., Ltd., and the Maralin Lime and Putty Works. For a period he served on the Newry and Warrenpoint urban ditrict councils. He is survived by a siste At the funeral the Northern Ireland Society was represented by Mr. H. W. Gamble (president) and Mr. W. Gorma (secretary).

CORCORAN.—At his home, 136 Nort Strand, Dublin, on January 31, M Thomas W. Corcoran, M.P.S.I. Mr. Cocoran qualified under the Pharmaceutic Society of Ireland in 1899.

DALRYMPLE. — On January 28, M. C. W. Dalrymple, 17 Archerfield Road Mossley Hill, Liverpool, 18, aged seventy five. Mr. Dalrymple joined Evans, Sons Co. (now Evans Medical Supplies, Ltd. in 1896, and for many years was their medical representative in Lancs, York and Derbys. He retired in 1946.

JOHN. — At the Pharmacy, Margare Street, Abercynon, Glam, on February 2 suddenly, Mr. William Glynne Johr M.P.S. Mr. John qualified in 1931.

MAIER.—At his home in Putney, Londor S.W.15, on January 29, Mr. John Arthu

(chairman and managing director, Internanational Bottle Co., Ltd., 140 Park Lane, London, W.1), aged seventyfive. Mr. Maier founded the company fifty years ago. A colleague writes: "His knowledge of the glass trade contributed to the development in Britain of the manufacture of



high-quality perfumery and toilet bottles Many of the leading perfumery, cosmetic and chemical manufacturers were among his closest friends."

Marshall.—On February 3, Mr. Hugh Marshall, M.P.S.N.I. (a director of Hugh Marshall & Co., Ltd., wholesale chemists and druggists, King Street, Belfast). Mr. Marshall qualified under the Pharmaceutical Society of Ireland and in 1927 became a member of the Northern Ireland Society. His son and daughter, Mr. H. J. and Miss Martha M. M. A. Marshall, are pharmaceutical chemists of Northern Ireland. At the funeral the Council of the Northern Ireland Society was represented by Messrs. Hugh Crossin and F. R. Moore, J.P.

PERSONALITIES

MR. H. HUMPHREYS JONES, Ph.C., who was principal of the Liverpool School of Pharmacy for forty-two years, has been made a life member of the Royal Institute of Chemistry and of the Chemical Society.

MR. H. A. C. CROWHURST, M.P.S., manager of J. W. Rumsey & Son, Hayes, Kent, has won a cup for the third year in succession for the best dressed window in a competition organised by the Hayes Chamber of Commerce.

Mr. T. E. Garle (export representative for A. Boake, Roberts & Co., Ltd., London, E.15) is at present on his fourth tour in Africa. He flew to Kano, Nigeria on January 21 and is including Nigeria, the Gold Coast, and Sierra Leone in his itinerary.

PROFESSOR JAMES SMALL has recently published the eighteenth part ("Revision of Numerical Data for Diatom Durations and Numbers") of his thesis on "Quanti-tative Evolution." The paper was a contribution to the proceedings of the Royal Irish Academy.

MR. OLIVER R. PHILLIP, M.P.S. (managing director of A. Ll. Williams, Ltd., Pembroke Dock), was installed as Worshipful Master of the Loyal Welsh Lodge of Freemasons number 378 on January 10. He invites masonic pharmacists to visit the Lodge when in the district.

COMING **EVENTS**

Monday, February 12

SUNDERLAND BRANCH, PHARMACEUTICAL SOCIETY, Dorset Café, Ocean Road, South Shields, at 7.45 p.m. Debate: "That it is the opinion of this meeting that all branches of pharmacy should be represented by one organisation."

Preston Pharmacistrs' Association, Derby Room, Bul & Royal Hotel, Preston, at 8.30 p.m. Dr. H. Davis (chief pharmacist, Ministry of Health) on "Technical Aspects of the Pharmaceutical Service."

WEST MIDDLESEX BRANCH, NATIONAL PHARMACEU-TICAL UNION, Y.M.C.A., Bond Street, Ealing, London, W.5, at 8 p.m. Mr, R. H. Kemp (assistant secretary, N.P.U.) on Business Aspects of Pharmacy."

Wolverhampton Chemists' Association and Branch, Beatties Café, Wolverhampton, at 7.30 p.m. Whist drive.

Tuesday, February 13

BIRMINGHAM BRANCH, PHARMACEUTICAL SOCIETY, Grand Hotel, Birmingham, at 8 p.m. Mr. H. R. Galleymore (head of the chemical division, Thomas Hedley & Co., Ltd.) on "Synthetic Detergents" (il ustrated).

Bristol Branch, Pharmaceutical Society, Marl-borough Room, Grand Hotel, Broad Street, Bris-tol, at 7.15 p.m. Dr. Beryl Corner on "Drugs as an Aid to Early Diagnosis in Children."

HOUNSLOW BRANCH, PHARMACEUTICAL SOCIETY, Sun Hotel, Hounslow, at 8 p.m. Mr. A. Dry-burgh, M.P.S., on "Birdsgrove House" (illustrated).

SLOUGH BRANCH, PHARMACEUTICAL SOCIETY, Swan Hotel, High Street, Maidenhead, at 8 p.m. Mr. Paul Johnson (Goya, Ltd.) on "Perfumery and the Raw Materials We Perfumers Use."

Wednesday, February 14

GLASGOW AND SOUTH-WESTERN SCOTTISH BRANCH, PHARMACEUTICAL SOCIETY, Fraser's restaurant, Motherwell, at 3 p.m. Mr. G. H. Hughes (a member of the Society's Council) on "The Pharmacist and His Problems."

HENDON AND EDGWARE BRANCH, PHARMACEUTICAL SOCIETY, Hendon Hall Hotel, Ashley Lane, London, N.W.4, at 7.30 p.m. Annual dance.

NORTH STAFFORDSHIRE BRANCH, PHARMACEUTICAL SOCIETY, Grand Hotel, Hanley, Staffs, at 7.30

p.m. Mr. H. C. Shaw (a member of the Society's Council) on "The Constitution of the Society under the Proposed Amendments of the Charter."

Charlets.

Gueen's Branch. Pharmaceutical Society, Queen's Hotel, Birhopton Lane, Stockton-on-Tees, at 7.30 p.m. Mr. T. Heseltine, M.P.S., on "A General Survey Covering N.H.S., Price Maintenance and Wages and Conditions." TEES-SIDE

ROYAL SOCIETY OF ARTS, John Adam Street, Adelphi, London, W.C.2, at 2.30 p.m. Dr. D. McKie (reader in the history of science, University of London) on "1851-1951: A Century of British Science. Science.

Thursday, February 15

EDINBURGH AND SOUTH-EASTERN SCOTTISH BRANCH, PHARMACEUTICAL SOCIETY, 36 York Pace, Edinburgh, at 7.30 p.m. Mr. G. H. Hughes, M.P.S. (Member of the Pharmaceutical Society's Council) on "The Pharmacist and his Problems."

PORTSMOUTH BRANCH, PHARMACEUTICAL SOCIETY, Portsmouth Municipal Co lege, at 7 p.m. Dr. E. Darmady (senior pathologist, Portsmouth & Isle of Wight Pathological Service) on "The Chemis-try of the Blood". try of the Blood.'

THAMES VALLEY BRANCH, NATIONAL PHARMACEUTI-CAL UNION, Kingston Hote', Kingston-on-Thames, at 7.45 p.m. Mr. R. H. Kemp, Ph.C. (organi-sation secretary, N.P.U., and secretary, Chemists Federation), on "Present-day Aspects of Pharmacy."

LONDON CHEMISTS' GOLFING SOCIETY, 17 Blooms-bury Square, London, W.C.1, at 7 p.m. Annual

meeting.

CHEMICAL SOCIETY, Burlington House, Piccadilly, London, W.1, at 7.30 p.m. Professor F. S. Dainton, M.A., Ph.D., on "Atoms and Radicals in Aqueous Solutions."

Friday, February 16

WALLASEY PHARMACISTS' ASSOCIATION and BRANCH, Hotel Victoria, New Brighton, Ches, at 8 p.m.

Hotel Victoria, INEW Brighton, Carnival dance.
Fine Chemicals Group, Society of Chemical Industry, chemistry lecture theatre, King's College, Strand, London, W.C.2, at 7 p.m. Meeting for the reading of original papers.

British PHARMACEUTICAL STUDENTS' ASSOCIA-TION is holding its 1951 Conference at 17 Blooms-bury Square, London, W.C.1, April 3-6.

TRADE NOTES

Temporary Shortage.—British Cod Liver Oils (Hull and Grimsby), Ltd., Hull, state that Solvitax pure cod-liver oil in the 5-gall, and larger sizes has been temporarily withdrawn owing to shortage of supplies.

Changes of Pack.—BAYER PRODUCTS; LTD., Africa House, Kingsway, London, W.C.2, are now issuing Neoselarom sodiumfree salt-substitute in a dredger container designed for sprinkling directly on to the food if desired. The top may be levered to enable the material to be transferred to a cruet.—Joseph Lingford & Son, Ltd., Bishop Auckland, co. Durham, are making Lingford's Keep-fit health salt available in a ½-oz. packet (enough for two or three mornings' "dosage"). The envelopes are issued to dealers in lever-lid containers of three doz. Provided the lid is replaced after use, the material remains fresh and in good condition whilst in the shop. Nine other products of the company are being similarly packed.—Prichard & STANCE (MANUFACTURING), LTD., North



Circular Road, West Twyford, London, N.W.10, are issuing their chamomile and henna brilliantines in the new packs illustrated. The chamomile (No. 5: for fair hair) is finely striped in pink and black, and the henna (No. 1: for dark hair) is in blue and black.

Now Available in Tubes.—Rozalex, Ltd., 10 Norfolk Street, Manchester 3, announce that Rozalex ointment, for the prevention of chapping, cracking and roughness of the skin, is now available in collapsible tubes.

Dayglo Showcards.—British Chemical & Biologicals, Ltd., 43 Regent Street Loughborough, have produced two smal showcards, size $4\frac{3}{4} \times 8$ in., printed in Dayglo, for Genaformint and Cogene. Either or both cards will be posted to any chemis on request.

Bonus Offers.—The closing date for a bonus offer of Wisdom tooth-brushes by Addis, Ltd., Brushworks, Hertford, i April 30.—H. W. Carter & Co., Ltd., the Royal Forest Factory, Coleford, Glos, give details on another page of display bonuse given on orders for 6 doz., 12-120 doz. and 120 doz. and upwards of Ribena blackcurrant juice.

Hormone Preparations and Prices.—Organon Laboratories, Ltd., Brettenhan House, Lancaster Place, London, W.C.2 point out that Menstrogen is not a preparation of deoxycortone acetate and inot, therefore, subject to the D.O.C.A price reductions announced in these columns last week. The product is a new preparation included for the first time in the company's February 1 price I'st.

Local Treatment of Pain.—John Wyetl & Brother, Ltd., Clifton House, Eustor Road, London, N.W.1, draw attention or another page to a new speciality issued by the company: Algipan balm, which is de scribed as "a new approach in the loca treatment of rheumatism, fibrositis, lumbago, neuritis, sprains, strains, chilblains and stiffness." Algipan balm containmethyl nicotinate, glycol salicylate and capsicin. It is issued in 40-gm. tubes.

Improved Electric Shavers. — Arvir Electric, Ltd., Fernbrook Avenue, Southend-on-Sea, Essex, announce that they are producing a series of electric shavers improved in finish and performance, as the result of incorporating suggestions gathered during market research overseas, especially in the dollar areas. The company is endeavouring to allocate supplies equitably to its wholesalers, and invites inquiries from wholesalers in areas not already covered by the company's distribution scheme.

Low-toxicity Systemic Insecticide.— In Isopestox (bis isopropylaminofluorophosphine oxide), Pest Control, Ltd., Bourn, Cambs, have produced a systemic insecticide which is twenty-six times less toxic

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than parathion, nine times less toxic than nicotine, and a little more than twice as toxic as DDT. For use, the compound is presented in an anhydrous solution containing 50 per cent. Isopestox. When sprayed on plants the preparation is not selective but kills aphids, red spider, thrips, white fly and their larvæ, scale insects and mealy bugs. The insecticide is considered safe enough to market through retail channels, and an announcement is expected shortly.

Price Changes.—British Chemicals & Biologicals, Ltd., Loughborough, state that new prices came into effect on February 12 for Cystopurin tablets (40's, 80's, 250's and 500's); Fissan anal ointment (small tube); Fissan dusting powder, ich-thammol, and toilet powder; Genamint; Genozo mouth-wash tablets (20's, 50's, 50's and 1,000's); Germosan cream (2-02. and 1-lb.); Syte eye lotion; T.E.D. cough

linctus; and Travikalm.-MILTON ANTI-SEPTIC, LTD., 10 Brewery Road, London, N.7, increased on February 2 the price of Milton denture powder.—PARISEK, LTD.,
17 Victoria Street, London, S.W.1, announce increased prices for Ratoids Mousecrumbs (2 oz. and 5 oz.) and Ratoids biscuits (boxes of 50, 100, and about 1,000). — PHARMACEUTICAL SPECIALITIES (MAY & BAKER), LTD., Dagenham, announce price changes in Diparcol, ephedrine, Flaxedil, pentamidine and Planoform lozenges; details are being published as an amendment to the M. & B. price list, 1951.—PIFCO, LTD., 59 Great Eastern Street, London, E.C.2, state that the retail price of the Pifco infra-red lamp has been increased .- A. & R. Scott, Ltd., West Mills, Colinton, Edinburgh, give details on another page of price changes operative since January 29 on Scott's M.O.F., baby cereal (oat and twin-pack), strained foods (all varieties) and Inglis food.

PROPRIETARY ARTICLES TRADE ASSOCIATION

Additions and Alterations to Protected List (Part 1).—Allied Laboratories, Ltd., Mefoton tablets, 25's, 34s. doz., tax 33\frac{1}{3} per cent., inclusive retail price 4s. 9d.

Benbow's Dog Mixture Co., Ltd., New, Benbow's capsules (kennel size), 8s. each. tax 33\frac{1}{3} per cent., i.r.p. 14s. 8d.

Bio-Colloids, Ltd., new, SD2 jelly, 18s. doz., tax 33\frac{1}{3} per cent., i.r.p. 2s. 9d.

Chesebrough Manufacturing Co., Ltd., Vaseline Blue Seal yellow petroleum jelly, bottle, 57s. 6d. gross, tax 33\frac{1}{3} per cent., i.r.p. 8d. Vaseline petroleum jelly, yellow tin, 36s. gross, tax 33\frac{1}{3} per cent., i.r.p. 5d.; 1-lb. tin, 28s. 9d. doz., tax 33\frac{1}{3} per cent., i.r.p. 6d.; bottle, 6s. doz., tax 33\frac{1}{3} per cent., i.r.p. 6d.; bottle, 6s. doz., tax 33\frac{1}{3} per cent., i.r.p. 10d.; 1-lb. tin, 36s. doz., tax 33\frac{1}{3} per cent., i.r.p. 5s. Prices to Channel Islands:—Vaseline Blue Seal yellow petroleum jelly, bottle, 57s. 6d. gross, 6\frac{1}{2}d. Vaseline petroleum jelly, yellow tin, 36s. gross, 4d.; 1-lb. tin, 28s. 9d. doz., 3s. 3d.; white tin, 43s. gross, 5d.; bottle, 6s. doz., 8d.; 1-lb. tin, 36s. doz., 4s.

Christie, George & Co., New, Balmadren adrenaline cream, 1-oz., 16s. doz., 2s.; 2-oz., 24s. doz., 3s.; 4-oz., 44s. doz., 5s. 6d.; 1-lb., 1os. each, 15s. (all exempt from tax). New, Drephabalm adrenaline-ephedrine cream, 2-oz., 32s. doz., 4s.; 4-oz., 56s. doz., 7s.; 1-lb., 13s. 4d. each, 2os. (all exempt from tax). New, ephe-

drine cream, 2-oz., 28s. doz., 3s. 6d.; 4-oz., 52s. doz., 6s. 6d.; 1-lb., 12s. 8d. each, 19s. (all exempt from tax). Calobalm, new size, 1-oz., 16s. 4d. doz., tax 33\frac{1}{3}\text{ per cent., i.r.p. 2s. 6d. Calobalm, 2-oz. size, 22s. 8d. doz., tax 33\frac{1}{3}\text{ per cent., i.r.p. 3s. 6d. Prices in the Irish Republic:—Balmadren adrenaline cream, 1-oz., 16s. doz., 2s.; 2-oz., 24s. doz., 3s.; 4-oz., 44s. doz., 5s. 6d.; 1-lb., 10s. each, 15s. (all exempt from tax). Drephabalm, 2-oz., 32s. doz., 4s.; 4-oz., 56s. doz., 7s.; 1-lb., 13s. 4d. each, 20s. (all exempt from tax). Ephedrine cream, 2-oz., 28s. doz., 3s. 6d.; 4-oz., 52s. doz., 6s. 6d.; 1-lb., 12s. 8d. each, 19s. (all exempt from tax). Calobalm, 2-oz., 24s. doz., 3s. Di-Meepol, 12s. doz., 1s. 6d. (both exempt from tax).

Clinical Products, Ltd., New, Dormiprin; 100's, 84s. doz., tax 33\frac{1}{3} per cent., i.r.p. 12s. 4d. New, Menovo tablets, 100's, 84s. doz., tax 33\frac{1}{3} per cent., i.r.p. 12s. 4d. New, Persomnia tablets, 100's, 84s. doz., tax 33\frac{1}{3} per cent., i.r.p. 12s. 4d. New, Uniprin tablets, 40's, 15s. 3d. doz., tax 33\frac{1}{3} per cent., i.r.p. 12s. 4d. New, Uniprin tablets, 40's, 15s. 3d. doz., tax 33\frac{1}{3} per

cent., i.r.p. 2s. 3d.

Eade's Pills, Ltd., Eade's rheumatic and gout pills, 13s. 3d. doz., tax $33\frac{1}{3}$ per cent., i.r.p. 1s. 1od.; 28s. od. doz., tax $33\frac{1}{3}$ per cent., i.r.p. 4s.; 48s. 6d. doz., tax $33\frac{1}{3}$ per cent., i.r.p. 6s. od. Eade's Universal anodyne, 13s. 3d. doz., tax $33\frac{1}{3}$ per cent., i.r.p. 1s. 1od.; 28s. 9d. doz., tax $33\frac{1}{3}$ per cent., i.r.p. 4s.

THE WEEK IN PARLIAMENT

By a Member of the Press Gallery, House of Commons

Following a discussion at question time on January 29 on the ban on certain uses of scarce non-ferrous metals, Mr. G. R. Strauss (Minister of Supply) said that it was the Government's policy to assure full supplies of the metals for rearmament, and as much as possible for other uses including particularly use for valuable exports. He announced that it would be necessary from February 1 to limit copper supplies to consumers to 85 per cent. of the rate in the first six months of 1950.

Salvage Collection

BRIGADIER F. MEDLICOTT asked the President of the Board of Trade on January 29 if he was aware of the wastage of tins, bottles, paper and other articles which was taking place and if he would introduce legislation if necessary to place salvage arrangements in the hands of a director of salvage, as during the war. Mr. A. G. Bottomley (Secretary for Overseas Trade) replied: We attach great importance to the collection of industrial salvage and pay tribute to the excellent work being done by local authorities, the National Industrial Salvage and Recovery Council, and the Waste Paper Recovery Association. The Minister would prefer to see what can be achieved by voluntary efforts before considering the reimposition of statutory controls.

Zinc Oxide Production

MR. A. G. BOTTOMLEY told MR. A. E. COOPER ON January 29 that, for the period January to November 1950, the production of zinc oxide in Great Britain was about 50,400 tons.

Cancer Research Expenditure

MR. H. MORRISON (Lord President of the Council) told MR. GEORGE THOMAS on January 29 that he could not arrange for an increase grant for research into the causes and cure of cancer. Substantial sums were already allocated by the Medical Research Council, and further provision was made by bodies such as the British Empire Cancer Campaign and Imperial Cancer Research Fund. In a reply to MR. Godfrey Nicholson, he said that the estimated expenditure of the Medical Research Council on that research for the current financial year was approximately £157,400.

Penicillin (Merchant Ships) Act

The Penicillin (Merchant Ships) Bi was read a third time and passed withou amendment on January 29.

Paper and Board Supplies

MR. H. RHODES (Parliamentary Secretary to the Board of Trade) told MR. I HARRIS on January 30 that the Minister ha arranged with the paper and board trad for the operation of a voluntary system of priorities for board. "He is waiting to se the results of this before deciding whether or not the reimposition of statutory control is necessary."

Sulphurie Acid Production

MR. Tom Brown asked the Presiden of the Board of Trade on January 30 th amounts of sulphuric acid exported fron Great Britain in 1948, 1949 and 1950 and to what countries it was exported. MR A. G. BOTTOMLEY replied that figures fo the United Kingdom exports were: 1948 4,446 tons; 1949, 4,321 tons; 1950, 4,650 tons. The Federation of Malaya and the Irish Republic took the largest quantities

Student Reservists

MR. JOHN STRACHEY (Secretary of State for War) told MR. E. MARTIN SMITH or January 30 that provision would be made for any recalled Z or equivalent reservists to apply for postponement for recall or grounds of hardship, and due consideration would be given to those studying for examinations. He told MR. P. F. REMNANT that the special position of apprentices would also be considered by the Ministry of Labour and National Service.

Shaving Cream in the Royal Air Force

MR. R. S. Russell asked the Secretary of State for Air on January 31 why recruits enlisted under the National Service Scheme were asked not to use brushless shaving cream. Mr. Arthur Henderson said no such instructions were given to recruits. Mr. Russell asked if the Minister was aware that the instruction was given in one instance of which he had passed on particulars. Mr. Henderson replied that compulsory items of kit had always included tooth-brush, hair brush and shaving brush.

Heroin Consumption

MR. A. D. Dodds-Parker asked the Minister of Health on February I what quantity of heroin was used in the United Kingdom in 1950, compared with 1938, and to what causes he ascribed the difference. Mr. H. A. Marquand (Minister of Health) replied: The quantity in 1938

was 46 kilos, and in 1949, 136 kilos. Figures are not yet available for 1950. Diamorphine is widely used in Great Britain as an ingredient for cough-linctus. A rise in consumption can, therefore, be attributed in part to the greater frequency with which it is prescribed under the National Health Service.

SECOND NATIONAL PACKAGING EXHIBITION

THE National Packaging Exhibition, Olymbia, London, a successor to the first exhibition held in Manchester in 1949, was neld from January 30 to February 9. On view were examples of the latest British, Continental and American machinery for cleaning, filling, labelling and closing botles at users' works; displays showing the stages by which a package reaches complesion; collections of the latest packages in

iem:-automatic Newman precision labelling machine or applying labels to any shape of container.

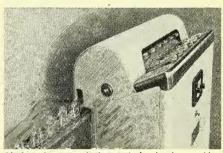
use in the United States; and a display entitled "Packages of All Nations." The Dollar Export Board showed samples of packages chosen by an American design organisation to illustrate how packages have been developed to overcome particu-

ar merchandising problems.

The use of transparent film for packaging toilet and pharmaceutical products and surgical dressings was demonstrated by a number of manufacturers including Goodyear Tyre & Rubber Co. (Gt. Britain), Ltd. (Pliofilm); British Celanese, Ltd. (Clarifoil); Imperial Chemical Industries, Ltd. (Alkathene); Porosan, Ltd. (Porothene); Cascelloid, Ltd., and Transparent Paper, Ltd. (Diophane). The Pliofilm snug wrap machine for wrapping irregular shaped articles was shown for the first time in Great Britain.

The Metal Box Co., Ltd., displayed a new cap-liner disc, Selexa, made from cork granules bonded together with a synthetic resin and laminated to a white polythene facing, the material is resilient and is claimed to inhibit the growth of mould.

Bottle-cleaning apparatus was shown by Thomas Hill Engineering Co. (Hull), Ltd. (who exhibited for the first time a power rotary rinser suitable for rinsing small bottles), and Mechopack, Ltd. showed a new automatic inverted air-cleaning machine suitable for cleaning bottles up to 20 oz. size. Containers manually loaded on to the magazine of the machine are automatically fed into a position on a rotating drum which inverts them to receive a blast of filtered dry air. Further rotation of the drum discharges the containers in an upright position on to a moving con-



Mechopack automatic inverted air cleaning machine.

veyor ready for filling. The output of one operator is claimed to be upward of 300 bottles per hour (600 if two are feeding).

Roberts' Patent Filling Machine Co., Ltd., and Nealis Harrison, Ltd., showed vacuum filling machines that fill bottles to a predetermined level and automatic-

ally reject cracked bottles.

D. Trapow & Co., Ltd., demonstrated several labelling machines, including a silent bench model with a coding device that simultaneously prints a code number on the back of the label. Bottles and jars

for pharmaceutical and toilet purposes were displayed by Jules Lang & Son. Adana (Printing Machines), Ltd., demonstrated hand and power machines suitable for printing all types of stationery.

Papers Goods Manufacturing Co., Ltd., showed a new carton, Hermetet, which has recently been developed in Sweden. The carton has an attached paper liner which is claimed to be completely sift-proof. Demonstrations were given of filling and sealing by simple methods.

A mobile drum making factory also seen at the exhibition was given a preliminary demonstration to representatives of the



One stage of the production line in which steel drums were made in a mobile drum factory.

Press. A complete drum was made from sheet steel, and the paint dried by infrared rays within eighteen minutes of the commencement of operations. During that time the vehicles forming the mobile unit had to be manœuvred into position, and the plant assembled. At the exhibition the unit made drums at the rate of 1,000 per day. The demonstration was presented by Metal Containers, Ltd., using a model factory as developed in Holland by Mr. Bernard Van Leer.

Granby Metal Products, Ltd., displayed collapsible containers made of a hard aluminium alloy and available in a variety of sizes. For storage or return journeys, any

height of box collapses to $1\frac{1}{2}$ in. in depth. Lids, bases or sides are interchangeable and can be replaced by the manufacturers,

Opening Ceremony

The exhibition was opened by the President of the Board of Trade (Mr. Harold Wilson), who referred to the growing shortage of many important packaging materials such as soft goods, tinplate, paper and paper-board. Supplies of paper packaging materials had improved considerably during the past year, but the demand had increased at an even faster rate, because of record industrial production and the great rate of export, combined with the growing demand for a higher standard of packaging. It might be necessary temporarily to restrict still further timber for packaging, though he hoped timber supplies would shortly improve.

REVISED PACKAGING STANDARDS

THE British Standards Institution has issued the first revised standards for sections 8 (Wooden Containers) and 14 (Adhesive Closing and Sealing Tapes) of the British Standards Packaging Code (first issued in 1943). Revised standards for mild steel drums for light duty (B.S. 814: 1950) and mild steel drums for heavy duty (B.S. 1702: 1950) have also been issued.

The wooden containers section of the Packaging Code is the largest single section. It covers all types of sawn wood and plywood cases and boxes, casks, barrels and crates; it also includes a section on closures for returnable cases. A useful feature is the inclusion of a chart to assist in calculating various details of skids for large framed cases; a chart for sizes of nails to be used is also included.

Section 14 of the Code contains subsections describing gummed paper tapes and gummed cambric tapes, as well as the various types of self-adhesive tapes for which detailed specifications are given. A number of tests related to these specifications are included in the appendices.

The standards for light duty and heavy duty mild steel drums (fixed ends) specify the quality and gauge of metal and give details of construction, dimenisons, closures, testing and marking.

Copies of the standards may be obtained from the Institution, 24 Victoria Street, London, S.W.1, at the following prices:—B.S. 1702 and B.S. 814, 2s. each; B.S. 1133 section 8, 10s. 6d.; and B.S. 1133 section 14, 3s.

25TH ANNIVERSARY DINNER IN BELFAST

THE 25th anniversary of the formation of the Pharmaceutical Society of Northern Ireland (December 1925) was celebrated by a dinner and dance held in Belfast, on February 1. 260 members and guests attended. THE PRESIDENT (Mr. H. W. Gamble) was in the chair and he replied to the toast "The Society," proposed by MR. F. C. WILSON (vice-president of the Pharmaceutical Society of Great Britain). Other distinguished guests were the Minister of Health and Local Government (Dame Dehra Parker) and the President of the Pharmaceutical Society of Ireland (Mr. T. C. Scott). Mr. HORATIO TODD, J.P. (the first president of the Pharmaceutical Society of Northern Ireland) pro-posed the toast "The Government of Northern Ireland" to which DAME DEHRA responded. Congratulating the members on the anniversary, she said people in Northern Ireland had every reason to be proud of the way in which chemists were discharging their duties. They played an important part in the life of the community. They were scrupulous in their observance and maintenance of the high standards of their profession. Chemists had shown themselves ready and willing to cooperate in the new scheme. In spite of some differences of opinion, relations with her Department had been good throughout She paid tribute to the negotiating

committee and particularly its chairman (Mr. Robert Gibson, O.B.E.), and Mr. Gamble. She expressed her appreciation of the zeal with which chemists served the interests of the public, especially during the recent influenza epidemic. They had shown themselves well able to cope with the vastly expanded Health Service. Speaking of the relatively high cost of pharmaceutical services in Northern Ireland compared with the rest of the United Kingdom the Minister commented "That is not the fault of the chemist but due to a curious taste on the part of the general public who even in the days of the limited scheme of medical benefit have always been very fond of medicine."

MR. F. C. WILSON apologised for the absence of the president of his Society, spoke of the very friendly relations existing with the Society in Northern Ireland and extended good wishes for its continued progress. In reply, MR. GAMBLE paid a tribute to the work of the first Council and its president (Mr. Todd) and expressed his appreciation of the remarks of the Minister and Mr. Wilson. They had a common policy with the Society in Great Britain in maintaining educational standards and were grateful for the assistance which was always willingly given by its officers, among whom he was glad to welcome the secretary (Mr. F. W. Adams).

MR. WALTER C. TATE (a past-president) proposed "Our Guests" and Mr. Scott and Dr. S. S. Brown (secretary of the Ireland Northern Branch of the British Medical Association) responded. Mr. Scott veyed the congratulations of the Dublin society.

Left to right: Mr.
H. W. Gamble (president of the Society),
Dame Dehra Parker,
D.B.E. (Minister of Health and Local Government), Mrs. H. W.
Gamble, and Mr. F. C.
Wilson (vice-president
Pharmaceutical Society
of Great Britain).

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VOL. CLV FEBRUARY 10, 1951 No. 3703

The C. & D. Diary and Year Book, 1951

AT long last, the printing and production of the 1951 Diary and Year-book are completed. Distribution has commenced and as it will proceed at a fast, steady rate, all subscribers in the home territory should receive their copies within the next few days.

The delay is deplored. Nobody likes to be kept waiting for a calendar or diary until a month or more of its career has expired, and the gap is especially inconvenient to users who have been in the habit of using the diary day by day—as so many C. \mathcal{C} D, subscribers have — for a period of years. The reasons for the delay should by now have been stated too often to need reiteration at this stage. From a comparatively trivial event in a single industry there is, perhaps, a moral to be drawn for the major productive industries -namely, that the confusion caused by a stoppage may hold up production for a period longer than that of the stoppage itself.

Now that the Diary has, however, appeared, we make so bold as to claim that it contains much that was worth waiting for. Whatever degree of familiarity with the scheme a chemist may achieve from actually participating in the National Health Service, there is always value in carrying in one's mind a mental picture of the basic framework of the scheme as a whole. The six pages on the pharmaceutical aspects of the service, expertly revised and incorporating all but the most recent modifications of detail, provide the most

concise outline of the arrangements available to a contractor.

Since the Diary went to press it has been announced that the Health Ministry's list of advertised proprietaries, which is given in another part of the yellow-tinted section, is being issued to every contractor. Even so we feel that many chemists will be glad that the list has been included in the book to which they turn so frequently for other information. Revisions as they come along can easily be entered to make the list completely up-to-date at any given time.

When queries arise that necessitate getting in touch with a Government department, it is not always easy to know which is the appropriate department to approach, especially as from time to time responsibilities are passed on from one department to another. For that reason a page of "Departments in Control of Commodities" should prove a useful new feature of the Diary. A three-page table of emulsifying agents provides a concise classification of a class of substances that are increasingly called for in both large and small-scale pharmaceutical work. The subject is obviously too wide to cover in a columnar summary, but the gaps can be made good from our other publication, Spalton's excellent "Pharmaceutical Emulsions and Emulsifying Agents."

A Food Labelling Order issued in 1950 affects certain goods handled by pharmacists; the relevant details are concisely set out to avoid the chance of their being overlooked.

Inquirers who have asked during the past year or two how they should set about converting their business into a limited company have had to be referred to a several-years'-old Diary. The time was obviously ripe to include a new weighing-up of the pros and cons of conversion and a description of the practical steps to be taken, and that has been done in a two-page article.

The perennial features of the Diary have, as usual, been fully revised. The amount of change that has to be made each year is a surprise even to ourselves. On the present occasion the year's alterations in the statutory poisons lists prompt us to give a reminder that the poisons

pages of the Diary are intended to be used in conjunction with the C. \mathcal{C} D. Poisons Guide. A new and much improved Guide is on the way and an announcement will be made shortly of the date of publication. The comprehensive extended list of poisons that occupies the major portion of the previous edition will become substantially the first volume of a two-volume Guide. in the second volume of which will be set forth the still-operating parts of all orders, regulations and Acts governing the supply of poisons, together with explanations and procedures calculated to give the Authorised Seller of Poisons a complete grasp of the highly complicated system of which he is expected to be an authority. It will also enable him to steer clear of pitfalls.

An interesting development in the history of the Diary has been the steady growth of the Trade Directory and Buyers' Guide sections year by year. This year the sections comprise the record number of 176 pages—an indication of their value to both buyer and seller in a calling with such a diversity of activities. The value and attractiveness of the advertisers' announcements, many of them in colour, is too apparent to call for emphasis.

Packaging: A New Importance

During the past few years the importance of packaging to the country's export drive has been constantly emphasised. It takes on a wholly new importance now that, as the President of the Board of Trade (Mr. Harold Wilson), said in opening the second National Packaging Exhibition at Olympia, London, recently (see p. 173), a prodigious defence programme has to be mounted without loss of momentum in the export drive.

The Exhibition, sponsored, like the first held in Manchester in 1949, by the Institute of Packaging, demonstrated the wide field covered by the subject, taking in as it did labelling, bottling, bottle-washing, the wrapping of goods for over-the-counter-sales or for shipment, and many other aspects. The displays afforded an opportunity to study supplies and prospects at first hand. It is almost inevitable today that alternatives will be found for materials at present in use. Mr. Wilson hinted

that the Government had in mind the possibility of reimposing paper controls, and that it might be necessary to restrict still further the timber for packaging. Rising costs of raw materials and aggravation of the labour problem by the defence programme will, no doubt, focus attention on increased mechanisation.

The British pharmaceutical industry is among several whose packs, formerly criticised as (a) lacking in colour and (b) making insufficient use of transparent materials, the President of the Board of Trade has acknowledged to be no longer justifiably criticised on that score.

No less important, of course, than "eye appeal" is the need to have packages that protect the goods so that they reach the consumer in perfect condition. It is therefore timely that the British Standards Institution's Packaging Code should undergo constant overhaul, and the issue of two recent revised sections (p. 174) should be noted by exporters.

Fuel Cuts and Their Consequences

A CUT of 15 per cent. has been made in the planned deliveries of coal to industry while deliveries of coke are expected to be 90 per cent, of normal. In announcing these measures in the House of Commons on February 1, Mr. Noel-Baker (Minister of Fuel and Power) said that pit-head prices of coal were to rise on February 5 by 4s. 2d. per ton, while coke would be 6s, 3d. per ton dearer. The increase in prices will be one more burden industry has had to bear and will become reflected in the cost of manufactured products. The uniform cut throughout industry was made on the suggestion of the Federation of British Industries. That organisation, in considering possible means of dealing with the fuel emergency, was of the opinion that any system of priorities would inevitably lead in a short time to stoppage of production, and that to leave the work of allocating supplies of fuel to local coal supplies officers would leave firms in doubt where they stood, as any steps made to effect economy on the use of fuel might only invite descriminatory reductions in delivery. The decrease of 15 per cent, is

expected to provide a saving of 150,000 tons per week. Average industrial consumption of coal is about 890,000 tons weekly, though it reaches a million tons a week at this time of the year. Stocks held by industry on January 20 were down to 2½ weeks' normal consumption. It is understood that local coal supplies officers may depart from the uniform rate of cut in delivery where mutual-aid arrangements between firms, in the interests of efficient operation, exist; where plant is being brought newly into operation; or where plants are reducing production. Departure from the rate of cut may also be made where existing stocks held by firms exceed six weeks' consumption at the new rate.

Though supplies or American coal are coming forward in greater quantity (costing as much as £8 5s. per ton) and additional supplies of diesel oil are to be im-

ported to drive diesel-electric auxiliary generators (a number of which have not so far been in regular use and could supply 5 per cent, of industry's power needs) the chances are that, with any return to wintry weather, the new economy measure would prove insufficient-demand for fuel would increase, while snow would delay transport. Sir Norman Kipping (director-general of the F.B.I.), at a Press conference on the day the cut was announced, said that "a whale of a lot of economy" could be made in space-heating, which took perhaps half of the fuel supplied to industry. Thermal insulation of buildings and pipes should be encouraged, and the cost allowed as a revenue charge. While the emergency lasts it behoves all, whether in factory or office, shop or warehouse, to exercise the greatest care in the use of fuel, gas or electricity.

CORRESPONDENCE

Letters may be sent for publication under an assumed name, but the correspondent must furnish his real name and address to the Editor

Price Maintenance

SIR,-May I draw the attention of all branches of the Pharmaceutical Society and the National Pharmaceutical Union, and of all local associations, to the report of a meeting of the East Kent Branch of the Society (C. & D., February 3, p. 131), when a resolution in favour of the continued unrestricted operation of the Proprietary Articles Trade Association received unanimous support. The Government has recently indicated that it is considering legislation to give effect to the recommendations of the Lloyd Jacob Committee. That Committee, which was set up to inquire into the methods of operation of organised price-maintenance systems (including that of the P.A.T.A.), recommended that they should be outlawed. That main recommendation was made despite the effect of evidence submitted to the Committee that the operation of pricemaintenance systems (1) was not against the public interest; (2) had no relation to profit margins but was solely concerned with providing stable and economic conditions for manufacturers, distributors and consumers, and that increases in prices of price-maintained goods had been much less than for the large majority of goods where prices were not regularised; (3) was the basis on which manufacturers could pro-

duce sound-quality standardised products at economic prices; (4) ensured steady employment, fair wages and satisfactory conditions for employees; and (5) in no way restricted competition between manufacturers of similar products. Retailers of the younger generation have not experienced the hopelessly uneconomic and hazardous days of cut-throat prices prior to the establishment of the P.A.T.A., and they may not be unduly disturbed by the Government's threat; it is for the older members of the trade to make them realise the chaos that would follow the disbanding of price maintenance of proprietary goods. May I urge organised bodies of retailers throughout the country to call special meetings to consider this important matter, and send copies of any resolutions to local Members of Parliament and to the President of the Board of Trade. FAIR TRADE

A President's Thanks

SIR,—Through the medium of your columns may we express our thanks to all who so generously assisted in one way or another to make a great success of the first dinner and dance of the Aberdare and Merthyr Branch of the Pharmaceutical Society.

Aberdare. GWYNETH HUMPHREYS, President.

PHOTOGRAPHIC APPARATUS OF 1950-51

By Norman Jenkins

EVIEWING the photographic apparatus of 1950 presents no real difficulty: the troublesome task is to forecast what will happen in the next few months. Although fewer cameras, especially the cheaper ones, were available in the past year than dealers would have liked, the supply position was improving.

British Industries Fair, 1950

The trade year really began with the British Industries Fair, for which makers had been keeping back their new goods. The Easter trade, of course, had been done on the basis of what goods had been available at the previous Christmas. The B.I.F. brought both a disappointment and a sensation. Kodak, Ltd., and Ilford, Ltd., both decided not to exhibit, and in 1951, indeed, the British Photographic Manufacturers' Association as a whole will have withdrawn the support it has given in the previous post-war years. As an effect of that decision the majority of the larger wholesalers and manufacturers will be absent, a result even more to be deplored in the year of the Festival of Britain. Whether a specialist Photo Fair, like the one held twenty years ago, is therefore to be expected is another matter. Speaking for himself, the author would hazard a guess that that is not.

What, then, was the photographic sensation of the 1950 B.I.F.? The answer is the Wrayflex. Eye-level reflex cameras came into the news about May, the Contax S of Zeiss being one of the first. At least one other famous German make and, it is believed, an Italian eye-level reflex were in existence. Then, coinciding with the B.I.F., came the 100th birthday of Wray (Optical Works), Ltd., Bromley, and the announcement of the Wrayflex. The prototype shown at Olympia was very good indeed, and production models are eagerly awaited. For those who do not appreciate the significance of eye-level focusing it should be explained that the miniature cameras that have been so popular for the past twenty years have had range finders and lenses coupled to them. At one go, eye-level focusing does away with special coupling, range finders, and the necessity for shifting the eye from a rangefinder window to a viewfinder. It also does away with special viewfinders and the inevitable reduction in

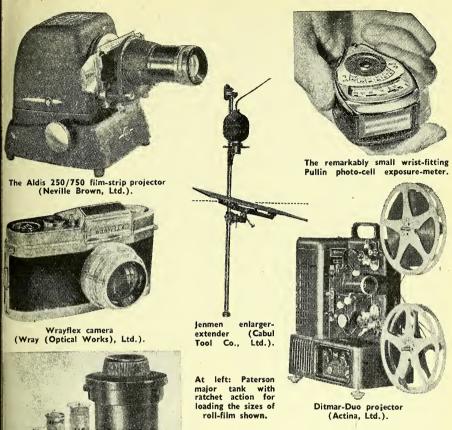
size of image. It represents, in fine, a immense simplification and one that shoul mean a better camera, cheaper to produce The one snag it introduces is the draw back familiar to range-finder users: tha focusing on fairly distant small detail by no means easy with the camera helin the hand: the smallest sway cause the image to dance. The problem is akit to the use of a telephoto on a cine camer held in the hand.

It is now recognised that anything unde a 1/200 second exposure without a tripot or other support courts camera shake. Th author had been—in that respect—a much to blame, if that is the word, a anyone else, but last summer his exposure benefited much from the regular use o a monopod, of which several are nov available on the home market. Light tripods and monopods are a valuable iten to sell to any camera user. Many thanks therefore, to Messrs, A. L. M. Sowerby G. Malthouse, P. Harris and other editors of photographic journals.

At the B.I.F. also was seen for the firs time the new range of Aldis film-strip and slide projectors, virtually replacing the previously popular Universal model. The new projector is basically the same for three separate versions (250-, 750-, and 1,000-watt). The 250-watt model is a straightforward projector relying on the new heat-absorbing glasses and normal convection cooling; the 750-watt is similar in appearance but has a motor-driver blower that is remarkably efficient, and, in consequence, amazingly quiet. The 1,000-watt model has a rather more powerful arrangement of blower and built-in transformer. The author himself tried out the 750-watt model and found that it gave better projection — of a series of colour film transparencies taken in the south of France during the year-than he has ever previously seen. Not only the colours but the definition also benefited by the extra light the model provides.

Developing Tanks

Neville Brown & Co., Ltd., introduced the apron tank, which can be used interchangeably with the same company's (and Johnson's) Universal spiral tank; the Cutplate, which the author tried out during the year with considerable satisfaction, and a new version of the Essex tank,



which now takes the Leica B cassettes. A packet, labelled "35-mm. flexible tank without care," opened to reveal evidence of a really bright and wholly British idea, a flexible-rubber developing-tank produced by Mr. F. W. King, New Malden, for miniature films. The tank is usable in daylight and has the advantage that it virtually freedom guarantees from scratches. The inventor has also been working on what he calls "foam" development, by means of which it is possible to develop a full 36-exposure length of film in no more than 1 oz. of developer. The method has been found quite practicable and a great boon to the man who likes to standardise his working. Developer may be used once and then thrown away in the certain knowledge, not only that full benefit has been obtained from a minimum of developer, but also that the possibility of error in estimating what allowance ought to be made for second and subsequent use of the developer has been eliminated.

Hot on the footsteps of Mr. King came Johnsons of Hendon, Ltd., with their Unitol solution, a fine-grain developer designed to be used once only and thrown away. The writer hopes to do some work on combining Unitol with the flexible tank: there should be a future for both. Unitol has had an excellent reception, and many amateurs are using it as their major fine-grain solution.

Promicrol, a new fine-grain developer by May & Baker, Ltd., is a developer with a difference. Often really fine grain is achieved at some sacrifice of the speed of the film, but Promicrol has no such result. Reports so far collected show that temperature is critical, and some workers have had to revise their methods to take advantage of the benefit of maximum film speed coupled with fine grain—a claim that seems to be borne out in practice.

May & Baker have also announced a new, highly concentrated (ten to one) bromide-paper developer, Cobrol, for which they claim a short developing time (two minutes) and exceptional freedom from staining tendencies. Amfix, their high-speed fixer, has certainly found a ready market.

Film Strip Projection

During the year Ilford, Ltd., introduced their most ingenious long-needed film-strip printer. A welcome companion to the now famous Advocate miniature camera, which it resembles in several respects; the printer enables the amateur to make positive prints in film-strip form with the greatest of ease—and moreover to intersperse pictures of items from other negatives, irrespective of size or order, on their original negative strips. Those other negatives may be reduced in an enlarger, and the reductions printed in any order or sequence and interspersed with contact printing. The instrument is most versatile and useful.

Kodak, Ltd., have introduced few new items, but have kept up a steady flow of the familar ones. The Beehive darkroom lamp, which the writer is at present giving operational trials, is a robust lamp, generously designed and finished, at a most reasonable price. The Brownie Reflex camera with flasholder (which also fits the Six-20) is selling well—though there are too few of them—and the Kodak/Avo exposure meter has had a good reception.

The post-war Agfa, Ltd., recently announced a new programme of imports of both materials and equipment (see C. & D., 1950.II.709). Papers of various kinds have been available for two or three years, but cameras, projectors and accessories are recent additions. There are two cameras in several models: the Billy Record and the Isolette; a new 8-mm. cine camera: the Movex 8 L, with built-in electric exposure meter that automatically sets the lens; and a companion projector: the Movector 8 with 200-watt lamps and several attractive new design features. There is a still picture projector for 2 x 2 in. slides, with novel light-trapping features—the Karator U. Dark-room a include two Rondinax tanks and a Va scop enlarger with interchangeable ler enabling it to be used with negatives from the control of the c

35 mm. up to $3\frac{1}{4} \times 2\frac{1}{4}$ in.

The extensions to Agfa business h been brought about by agreement un the European Payments Union. For so classes of goods there is virtually no striction on imports, but for cameras th is a quota, with a price-limit restrict for Germany of £5, c.i.f., above wh no models may be brought in. Distribut. channels are limited to pre-war imported The quota for 1951 is up on 1950 by per cent. Under a somewhat similar arrang ment for France and Italy quotas ha not been fully taken up, for reasons which both price and quality are involve French materials are nevertheless selli well, Actina reporting that Bauchet ci film, especially 8-mm., is in consideral demand, and Ferrania films from Ita have had a remarkably good welcome fro the technical Press. Testing in winter perfectly practicable, of course, but sin 90 per cent. of amateur work is done summer time, really representative te must await the brighter weather. In a case, long-scale subjects are out of t question.

Actina, Ltd., have been able recent to reintroduce the Ditmar Duo project for cine films, an item that was very pop lar before the war on account of "double feature" (two of the three amateur film sizes could be had on tl one projector). Many photographers sta off with 9.5-mm. film and then wish change to either 16-mm. or 8-mm. Wil this projector they do not have to scra any of the film they made previously had bought-or for that matter which available from libraries. Quite a numbe of users have gone similarly from 16-mn to 8 mm, for the sake of economy in hom movies. At the moment, 8/16 and 9.5/1

models are available.

British Filters

The same firm recently took a long view of the filter situation and decided to se up a small grinding factory for them Filters are now being turned out from Chance glass guaranteed to a high degree of plane parallelism, and high degree of edge accuracy by diamond-cutting methods. It is believed that the filters are somewhat cheaper than are most competing makes Before leaving the cine field it would

e as well to mention the new Dekko 6-mm. projector (the Model 126) which as a 500-watt lamp and a commendable stem in which fan cooling and lamp witching are interlocked. There is also rovision for switching a table lamp in the room from the projector, a feature which the new Agfa Movector 8 also has not which seems ripe for universal adopon. Another dual cine projector is the pecto 9.5/16 mm., recently marketed by the well-known Windsor concern. The matter of the pecto, Ltd., is that they can't get enough the projectors.

Sound projectors appear to be coming own in size and weight. The Ampro tylist weighs no more than 33 lb. omplete. How much the Sofil or the ew Danson weighs is not known, but they annot be much greater in weight than he stylist. The Bell Howell-Gaumont 601 rojector is known as the Compact 16, has built-in loudspeaker, and is therefore such lighter and easier to move about.

A feature of cine business in these days home recorders—wire and tape. There oust be almost a dozen of various makes vailable at prices from £50 to £150. ome are capable of being attached to novie projectors for direct synchronisation, nd others have to be used without, but ich accuracy is not always essential. It ooks as though they have come to stay. heir quality is surprisingly good and new nes come along almost weekly. Magnetic ecording is becoming a serious competitor the normal gramophone record. Radio rogrammes can be recorded for future se and erased at will—and the tape or ire used again.

lew Enlargers

Early in the year Pullin Optical Co., td., brought out two new enlargers of igh precision with excellent specifications and a common feature of some novelty. This is a rotating head for projection and or the correction of parallels. Another oint of interest is the fixing of the column out and the provision of a counterbalance reight. Both models are excellent. Messrs. ullin have also introduced a miniature hoto-cell exposure meter with wrist-strap—a convenient and promising adjunct (see lustration p. 181).

lustration p. 181).

The year has also seen advances in articial lighting. There have been new flashulbs and new lighting units. The author as tried out the Ilford Junior lighting nit and found it remarkably good, and

has had an opportunity recently to examine the Cremer Crabe Photoflood reflector. The latter has a most ingenious and successful mounting arrangement of feet and sucker!

New cameras tried out during the year include the Duca, a novelty miniature from Italy, chiefly notable for its simplicity and ease of handling, and the 35-mm. cassettes of the Agfa Karat type; the French Moroccan Pontiac, another miniature using 35mm, film but with a perfectly straightforward specification, without range finder and with a between lens shutter; the Barnet Ensign Ross Selfix 16-20 in two models, one with an f4.5 Ensar in Epsilon shutter of four speeds and with simple built-in finder, and the other with an 13.5 Ross Xpres in an eight-speed Epsilon shutter and an Albada-type view-finder that works well except in poor light. Both shutters were fitted for flash synchronising. A full-scale test showed both cameras to work perfectly.

An excellent 35-mm. developing tank was put on the market during the year by R. F. Hunter, Ltd.: the Paterson. The tank really does solve what to some is an acute problem—how to persuade the film to go into the spiral. In the Paterson the problem is solved by fitting one-half of the spiral loosely on to the other and providing a set of teeth to hold the perforations. Adopting a to and fro motion, the user easily passes the film into the spiral. In recent weeks, Messrs. Hunter have brought out the Paterson Major for three sizes of roll film (in which there are no perforations to catch on ratchet teeth). In these larger models the ratchet is replaced by a most ingenious ball catch.

Both tanks are selling well.

About three months before Christmas 1950 a ten-year-old "ghost" came to haunt the writer. Johnsons of Hendon, Ltd., in their new Kam-Lok, marketed an idea illustrated in an article he wrote in 1940: a quick-release device to enable cameras to be attached to and released from a tripod without the bother of screwing up and undoing those annoying little bolts. During the year what is known as the Jenmen enlarger-extender was also introduced. consists of a 6-ft. column with shock absorbers at top and bottom. The top is held out from the wall by a bracket and the foot is floated on a floor pedestal. On the column there is a 20 x 30 in. lightweight enlarger board on a fully articulated mounting to enable full correction of parallels. The extender provides antivibration working, full-range enlargements from the smallest to 20 x 30 in. without special manœuvring, and quick set-up and take-down facilities for the amateur who has to work in kitchen or bathroom. The normal enlarger head is used (any standard 1¹/₄ in. column type, or larger with a special collar). Enlarger vibration is often an unsuspected cause of poor definition. At the moment the Jenmen is being handled by the Cabul Tool Co., Ltd., 46 Battersea Bridge Road, London, S.E.11, and by London dealers.

Thus the past year has brought in quite a lot of new and useful material and equipment. Provided there is no outside inter-

ference the trade can start to build u again, but if the present threat of cessation of raw material supplies becomes facthen there may well be a return to 194 in a flash. Some manufacturers may hav fair stockpiles, but already there are crie of "Sorry, we cannot deliver—for month—we just cannot get the brass, copper aluminium—or what you will."

Several manufacturers have revealed i confidence something of their plans fo 1951, and while it would be unfair t disclose details, should events not prov so bad as some fear, several new bo cameras may be expected, at least one nev twin-lens reflex, and possibly other and

cheaper cameras.

NATIONAL PHARMACEUTICAL UNION

MEETINGS of the National Pharmaceutical Union Executive and of the directors of the Chemists' Defence Association, Ltd., were held in London on January 23-24, the vice-chairman (Mr. P. Varley) presiding.

National Health Service

The Central N.H.S. Committee had been principally occupied with completing the case to be presented on behalf of chemist-contractors in the Whitley Council negotiations on oncost remuneration. Messrs. Charles and Martin (from Peat, Marwick (Mitchell & Co.), consulting accountants) attended the meeting and expressed themselves as fully satisfied that the information secured in the dispensing costs survey provided adequate backing for the contractors' case against the provisional cut in oncost remuneration. was arranged that the Committee would meet on February 1 to finalise the documents to be submitted to the Ministry of Health. An approach had been made to the Ministry to secure a substantial reduction in the value of prescriptions to qualify for prompt payment of net ingredient cost. The limiting values laid down in ECN 62 had been fixed to avoid too heavy a burden falling on the pricing bureaux and interference with their normal pricing work. The Ministry proved reluctant to reduce the values of prescriptions to which the special arrangements apply; it was decided to pursue the matter further with the Ministry when the extent to which the present arrangements were used could be assessed. Information for such an assessment in respect of the month December 1950 was being sought by the Ministry from the pricing bureaux Messrs. G. A. Mallinson, S. J. Stearn and W. John Tristram were nominated for reappointment as N.P.U. representatives or the C.F. Council for a further period of two years from February 1.

It was reported that the Ministry of Fuel and Power had agreed to the use by chemists during the hours of dusk and darkness of a small illuminated sign with the wording "Chemist—Open" or similar wording, subject to the sign being used either in the shop window or at the entrance to the premises.

Joint Industrial Council

The Executive adopted a report from the employers' side of the National Joint Industrial Council for Retail Pharmacy on matters connected with the hearing which was to come before the Industrial Court on January 29. The case was to be presented by Mr. H. Glyn Jones, K.C., and Mr. H. J. Baxter.

Publications

It was reported that the N.P.U. price list layout and cover had met with general approval. It was decided that, for the immediate future, the list prices for cotton wool, absorbent lint and boric lint should be calculated to show a 30 per cent. gross return on selling prices for the I-OZ. and 2-OZ. sizes and 25 per cent. on the larger sizes, and that members should be informed of the decision so that they could adjust their prices based on any advanced costs that came into operation between successive issues of the list. Fiftyfive persons and firms were formally elected as members.

MEDICAL ABSTRACTS

Antibiotics in Whooping-cough.—Gray and McGill ("Lancet," 1950, 2, 800-02) find that aureomycin and chloramphenicol proved effective in reducing the cough count in trials which they conducted on child patients. Chloramphenicol also loosened the cough and reduced the severity of vomiting. Aureomycin was given in capsules to ten children and in flavoured powders to twenty-eight. Twenty children received chloramphenicol in capsules or a flavoured syrup.

Procaine with Hyaluronidase.—Pointing out the drawbacks of nitrous oxide as a ocal anæsthetic in dealing with injuries such as Colles's fracture, Thorpe ("Lan-1951.6648.181) records his experience in twenty-two cases of Colles's fracture with a mixture of 20 mils 1 per cent. procaine (20 mils) with hyaluronidase (1,000 Benger units) injected directly into the fracture haematoma, with 2-3 mils infiltrated around the ulnar styloid process. He was "struck by the rapidity with which analgesia is achieved, and by the fact that it has always been complete." Despite the rapid absorption of the anæsthetic, the fracture area remains pain-free for well over an hour, and in one case no pain was experienced in manipulations during 1 d hours.

Adrenaline and Nor-adrenaline.—Reviewing the hormones of the sympathetic nervous system of the adrenal medulla, von Euler ("British Medical Journal," 1951.I. 105-08) points out that adrenaline has been used—sometimes indiscriminately—in circulatory collapse because of a wrong misconception of its mode of action. Nor-adrenaline (a name derived from the German N ohne radikal) is better suited than adrenaline for combating low blood pressure in operational shock. It may be administered with advantage as an infusion, and would also cause less disturbing sidereactions when used as a vaso constrictor with local analgesics. The satisfactory action sometimes noted in adrenaline in counteracting circulatory collapse might be due to presence in so-called "natural" adrenaline of up to 20 per cent. nor-adrenaline. Recent findings have shown the conception of nor-adrenaline as merely a precursor to be fallacious: it is apparently the sympathetic neuro-activator, and the adrenaline acts as an adjuvant for special purposes, particularly those connected with metabolic actions.

NEW BOOKS

Potter's Cyclopædia of Botanical Drugs and Preparations.—R. C. Wren and E. M. Holmes. Sixth edition. 7 x 5 in. Pp. 415. ios. 6d. Potter & Clarke, Ltd., 6o Artillery Lane, London, E.I. The present edition has been revised by Mr. Richard W. Wren, M.P.S., F.C.S., F.R.H.S., to bring it up to date with references to the British Pharmacopæia, 1948, the British Pharmaceutical Codex, 1949, and the United States Pharmacopæia XIII. The volume continues to supply "in small compass" to those interested in botanical drugs and medicinal herbs the common and botanical title of herbs in general use.

Condensed Chemical Dictionary. -Editorial director, F. M. Turner. Fourth edition. 9 by 6 in. Pp. 726. 80s. Reinhold Publishing Corpn., 330 West 42nd Street, New York, 18, U.S.A. (in Britain, Chapman & Hall, 37 Essex Street, London, W.C.2). The third edition, published in 1942, has been revised by Professor and Mrs. Arthur Rose (State College, Pennsylvania), and the present edition contains five thousand additional items, among them many proprietary preparations. The editorial director claims that the dictionary gives more information on that type of product than may be found in any other book. Some 400 American companies or companies with American branches have submitted information about their products for inclusion. Brief notes deal mainly with properties and uses.

Formulaire de Parfumerie et de Cosmetologie.—R. M. Gattefossé. $8\frac{1}{2} \times 5\frac{1}{4}$ in. Pp. 367. Librairie des Sciences Girardol & Cie, 27 Quai des Grands-Augustins, Paris 6e. Published prior to the author's death, the formulary epitomises his range of interests in cosmetic technology, ranging from perfumery raw materials through perfumes and toilet waters to beauty creams, "holiday cosmetics" (anti-sun lotions and creams, massage creams for sportsmen, "marine" creams, etc.) hair and nail preparations. In the words of its introduction the book is not intended to give information on the art of compounding. It is an "aide-memoire" to keep closely before the makers of cosmetic preparations the basic ideas that have gained general acceptance, "but not recipes that it is sufficient to copy slavishly in order to obtain perfumes analogous to the products of our great creators."

SUCCESS STORY OF A SMALL EXPORTER

By H. Catleen, D.Sc., M.I.Ex.

HE story I am going to tell is a true story and I can vouch for all the facts even if I cannot give, for reasons, the name of manufacturer or the products he is making. I can, however, describe them as manufactured articles which are bought by the general public. I am telling this success story because I think it is a shining example of the courage and perseverance of a small man who, exhorted by the demands of the national interest, desired to contribute his share to increasing British export trade. How he achieved his aim after only two years, namely to export exactly as much as he made for the home trade-without additional capital very little extra overheads-will be of interest to many other small British manufacturers.

How it Started

In March 1948 I received a letter from this manufacturer, referring to an article about export development in the journal of the Union of Manufacturers. I went to see him, and I found a very small factory, very cramped conditions, and eighteen workers, a yearly turnover of £12,000 home trade only, and the middle-aged owner and his two sons brimming with eagerness to "conquer the world." had never done any export business before and I could give them some assistance. I kept in contact and watched their progress. Today, after exactly two-and-a-half years, they have twenty-nine workers in the factory, up to eighteen outdoor workers (for lack of accommodation-they are looking now for larger premises) and an export turnover of more than £2,000 per month! For the benefit of other very small manufacturers I shall describe step by step how they tackled the job.

(1) THE SAMPLE COLLECTION: From the existing large (too large) range of products for the home market, a selection was carefully chosen with the main view of quick availability of materials and prices.

(2) THE PRICES: The costing was worked out, based on the ex factory price, plus seaworthy package cost, plus f.o.b. charges, plus agency commission. The gross profit rate was kept very low in order to be as competitive as possible at the start. Then, price lists were compiled and duplicated (not printed) on the firm's letter headings.

(3) The Payment Conditions: In vie of the slender resources these conditions were fixed as follows:—(a) 3 per cer cash discount for orders through confirming houses for payment within seven day of delivery; (b) for new customers (and a were new to the manufacturer) 20 per cer cash with order and balance cash again documents on sightdraft.

(4) The Offer: Then, a first introdu tory letter, to be sent to prospective agent firms all over the world, was compile which (a) gave a short history of the firm the production possibilities and a cleadescription of the range of products (b made it clear from the outset that the considered appointing the addressee as so agent, having been warmly recommende—after some initial success had bee achieved, (c) referred to the export priclist, f.o.b. British port, and mentioned the commission included for future agent (d) asked for information about impollicences, competitive lines and prices, etc and (e) explained the supply of samples ba special post parcel scheme.

(5) The Post Parcel Scheme: A pr forma invoice was prepared to be included with every first introductory letter, which set out an advisable sample collection. The proposed collection varied in size and quality according to the country of destination: cheap markets received cheap line only, large markets the full collection small territories only a few items. In the offer mentioned above the agent was encouraged to order one or more collection as specified for his needs, and a sample discount was already shown in the proforma invoices. Postage expenses of these parcels, however, would have to be borned by the addressees.

Reasons Behind Scheme

Here are, in short, the reasons for my advising this scheme, which benefits manufacturer, customer and agent alike. The agent can experiment with new lines and can sell one post parcel to many smaller customers who would hesitate to place an initial bulk order. The customer "buys small" to begin with, thus avoiding major capital outlay and minimising the risk. Economic experiment with new lines is now within his reach. The manufacturer soon finds out his best selling lines and

can concentrate on production. He

quickly obtains valuable market research lata. Distribution of his goods is more widely spread. Little or no financial risk s involved.

The First Step

After the preparation was finished namely introductory letter, price list and pro forma invoices) I provided a list of bout 150 agencies of repute in all the erritories open at the time for the proluct in question, all well known to me ind connected with the necessary outlets, ind subsequently 150 letters were sent, each yped separately. The response was that ixty-one sample collections were ordered rom twenty-eight different territories. The ndividual value of each collection varied rom £5 to £30, and the total value of ill the sample orders amounted to about £800. In addition, more than thirty igencies sought further particulars before ordering the sample collection. The parcels were dispatched and samples, plus one collective photo of the firm's four standard products, were sent out to all who had shown interest. Result, at the end of the irst year, was: orders for £2,500 received, lelivered and paid for; six agents in six countries appointed.

A correspondence follow-up scheme was ntroduced at the beginning of the second vear. A card index was built up and particulars of each firm abroad that was written to were entered on a card. With the help of a card index signal system all the correspondence, sample collections, trial orders and bulk orders were followed up regularly whenever the reactions from abroad became overdue. Thus the agents on the other side of the world became impressed with the earnestness with which the manufacturer pursued his aim—which for the agents was quite a new and most encouraging experience compared with the usual half-hearted and often delayed attention they received to their inquiries, and even orders from many manufacturers in this country.

Follow-ups

In addition to those individual routine follow-ups, the manufacturer sent out to all firms on an "export mailing list" once a quarter a new offer or new suggestions, which were based in their turn on latest export experiences collected elsewhere. That contributed a great deal to facilitating sales and generally reminding the agents continually of the manufacturer's existence.

Results later on were: (a) For the second year, a paid export turnover of £7.500, from eight countries; ten agents appointed; no loss or bad debts. (b) For the first six months of the third year, paid turnover £13,000 from sixteen countries; seventeen agents appointed; no loss; orders in hand indicating for the whole of the third year a total of at least £25,000.

Finance

By encouraging the agents to accept orders, preferably from customers having with British confirming arrangements houses, practically all the bigger orders were paid within seven days of delivery to the wharf and only about a fifth of the export turnover was delivered "cash against documents," which meant waiting six to eight weeks for the money. So far as possible the materials for the making-up of orders were only ordered from the suppliers after the export orders had been received and confirmed. By sticking most painstakingly to a production time-table, the manufacturer, who had to pay for raw materials after thirty to forty-five days, managed to make the order and to deliver it to the wharf in less than a month after raw material was received, so that the payments for the export orders arrived just when the supplier's invoices became due for payment. To cover additional capital needs for the increased wages bill, etc., he managed with a small bank overdraft.

A PHARMACIST'S ANTHOLOGY

Few of us waste
Toothpaste;
We roll the tube up from the bottom
And squeeze out the last atom—
Unless it happens to burst
First,
When for as long as we can abide
We ooze it out at the side
The messiness of this operation
Increases the jubilation
With which we greet
The new, the slick the shining, the fatly replete
Fresh tube, the weighty uncreased.
For three days at least
Joy follows
While we press only smooth shouldered hollows
In the plump obesity of its sleekness

And ruth'essly squeezing, Render the thing rapidly unpleasing -"New Toothpaste Tubes," by Justin Richardson (from "Punch"),

But with the first inkling

We abandon this meekness

Of wrinkling

TRADE REPORT

Spot quotations for pharmaceutical chemicals represent the prices for wholesale quanties of standard quality. Prices of crude drugs and essential oils vary as to brand or grad

28 Essex Street, W.C.2, Feb. 7

Demand throughout the markets for Pharmaceutical and Fine Chemicals continues brisk, both for home and export account, but supplies of many products are becoming increasingly difficult to obtain, while prices continue to rise. Citric acid is in good inquiry and any supplies coming on the market are quickly snapped up. Deliveries from British makers are on quota; very little citric acid is coming in from Sicily. Borax and Boric acid are to rise in price with effect from March 12, the increase representing a rise of £2 10s. on current prices for borax and £3 10s, per ton on boric acid, The decision to raise prices is a result of increased costs at the mines, higher port charges and ocean freights, increases in wages at refineries and in delivery charges. A sharp rise in the cost of Bismuth Metal has been followed by increases in the prices of the Salts. A further advance has occurred in rates for Bromides, which are in very short supply. Tartaric acid has risen by 60s. per cwt., Cream of tartar by 40s. per cwt. and Rochelle salt by 25s. per cwt. Acetanilide has been marked up 1d. per lb. Emetine salts are dearer as a result of much higher cost and scarcity of Ipecacuanha, Glycerin is a very firm market and it is thought that prices will advance further.

prices will advance further.

The markets for CRUDE DRUGS remain quiet, though it is evident that the amount of business done during the first month of the year was considerably above the level of January 1949. It is still very difficult to get supplies of Cape Aloes: there are no offers from origin but prices have been indicated at from 265s. to 275s. per cwt., c.i.f., though it is understood that re-sellers have been doing business at 240s., c.i.f. Supplies of Curaçao aloes are also very scarce; second-hand sellers have asked and received 265s, per cwt., for spot supplies. I Pecacuanha is still unobtainable on the spot; business has been done in Colombian for April-May shipment at 52s. per cwt. Offers from Canada of Seneca are limited and the market is very firm. There has been a good inquiry for Jaborandil—supplies at the origin are reported to be very scarce as no new crop-leaves are available owing to unfavourable weather conditions. The Balsams are in very short supply; there are no offers of Copaiba either on the spot or for shipment; small supplies of Peru Balsam have been offering at 13s. 6d. per lb. Menthol is quiet and slightly easier on the spot. Indian Seeds on the spot are firmly held and shipment quotations are higher as a result of an increase in freight charges.

In SPICES, the chief feature has been sharp rise in Zanzibar Cloves on the spreflecting a stronger market at origin. We Indian Pimento is firm. African Gingi is quiet and unchanged on the spot thous sellers are asking less money for Februar April shipment, A moderate trade has been in Kordofan Gum acacia at high prices, Trading in Tragacanth has on been moderate but prices have been maitained. The Shellac delivery market his been active with a fair amount of profitaking. Prices have declined. Carnall wax is easier; demand has fallen off, at more supplies have been coming out a Brazil.

Trading in ESSENTIAL OILS has been a moderate scale. Chinese star Anis and Chinese PEPPERMINT are slightleasier. The easier forward market for Sicilian Lemon reported last week has meristed. A renewal of American buyir has caused prices to recover to some exten

U.S. Drug and Chemical Repor New York, February

The Chemicals markets have displayed generally quiet week tone during the pas week, prior to the announcement of wage price controls. There is an acute short age of supplies in most directions and th tone of the markets remains firm. Scar city of synthetic PHENOL has resulted i smaller supplies of Salicylates, while production of VITAMINS is also being affecte by shortage of basic chemicals. Some in terest has been shown in Saccharin. It Crude Drugs many articles are still very scarce particularly those coming from China and India. Both GUM ACACIA and TRAGACANTH are dearer. The former harrisen by ½ cent to 15 cents per lb. and No. 1 ribbon tragaganth has given to 44.2. No. 1 ribbon tragacanth has risen to \$4.20 to \$4.50 per lb. Prices of CARNAUBA WAD continue to decline as consumers have been holding off. The No. 1 yellow is now \$1.38 per lb. and the No. 3 N.C. crude is \$1.30, while the refined material is \$1.35. Offerings from Brazil are still limited. Spermaceti has moved up by one cent per lb. to 35 cents. Shipping prices for MENTHOL from Brazil have declined slightly but quantities being offered are small and are regarded here as feelers to find out the real buying level, In Essen-TIAL OILS higher prices are asked for Ceylon CITRONELLA which is now in the region of \$2.40 per lb. while dealers are asking as much as \$2.60 per lb, for ANISE oil and supplies of the latter have dwindled. Strong markets are reported for CORIANDER, GINGER and CINNAMON. A heavy demand continues for LEMONGRASS oil. Prices of CLOVE are firmly maintained at recently advanced levels,

Pharmaceutical Chemicals

ACETANILIDE. - 1-cwt. lots are 2s. 5d. for crystals and 2s. 6d. per lb. for powder. BISMUTH SALTS .- Higher prices following a rise in cost of metal. New rates (per lb.) are as follows:—

(per 18), are as asserted						
		I-cwt.	28-lb.	7-lb.		
CARBONATE CITRATE SALICYLATE SUBNITRATE		s. d. 27 8 23 6 23 3 24 5	s. d. 27 11 23 9 23 6 24 8	s. d. $31 6\frac{1}{2}$ $26 10$ $26 5$ $27 10\frac{1}{2}$		

Borax.—Higher prices with effect from March 12. New rates per ton for B.P. in quantities of 1 ton and upwards are as follows:—Granular, £46; crystal, £48 10s.; powder, £49 10s.; extra-fine powder, £50 10s. In 1-cwt. bags; carriage paid in Great Britain, Surcharges: As for boric

Boric acid.—Higher prices with effect from March 12. New rates for B.P. per ton, in 1-ton lots and upwards, are as folfows:—Granular, £78; crystal, £85; powder, £82 10s.; extra-fine powder, £84 10s.; small flake, £98. In 1-cwt. bags; carriage paid in Great Britain. Surcharges for smaller quantities: Less than 1 ton but not less than 5 cwt., 1s. per cwt.; 3 cwt., 2s.; 1 cwt., 5s.

Bromides.—A further rise occurred on February 1. New rates per lb. for Potassium (crystal), Ammonium and Sodium are as follows: —5-ewt. lots, 3s, 1d.; 1-ewt., 3s. 2d.; 28-lb., 3s. 11½d.; 7-lb., 4s. 3d. Potassium in powder is 1½d. per lb. more.

Сносентельной станов Сносентельной станов Сносентельной станов Спосентельной станов Спосенте kilo.

CREAM OF TARTAR. — Prices rose on February 1. New rates (per cwt.) for the home trade are: 10-cwt. lots, 252s.; 5-9 cwt., 254s.; 1-cwt., 255s.; delivered.

EMETINE SALTS.—Dearer. New rates per oz., with effect from February 6 are as follows:—Hydrochloride, 32-oz. lots, 355s.; 16-oz., 358s.; 4-oz., 361s.; 1-oz., 368s. Bismuth iodide, 32-oz. 180s.; 16-oz., 182s.; 4-oz., 184s.; 1-oz., 187s.

ROCHELLE SALT. — Dearer. New rates ROCHELLE SALT. — Dearer. New rates (per cwt.) for powdered or granulated material are: 5-cwt. lots, 200s.; 1-cwt., 202s. 6d. Smaller quantities are from 2s. 3d. to 2s. 6d. per lb. Seidlitz powder, ordinary strength, is 154s. 3d. per cwt. in 5-cwt lots; 1-cwt., 156s. 3d.; smalls, from 1s. 10d. to 2s. 1d. per lb. Extra strong is 166s. 9d. and 168s. 9d. (smalls, 1s. 11d. to 2s. 2d.) for similar quantities, and double strength, 173s. 9d. and 176s. per cwt. (2s. to 2s. 3d. per lb.).

Tablable Actin — Prices rose on February 15 cwt.

Tartaric acid.—Prices rose on February 1. Home-trade rates (per cwt.) are: 10-cwt. lots, 300s.; 5-9 cwt., 302s.; 2-4 cwt., 304s.; 1-cwt., 305s.

Crude Drugs

ACONITE.—Spanish napellus on the spot is 3s. 6d. to 3s. 9d. per lb., duty paid.

AGAR.—Steady. Kobé No. 1 on the spot is quoted at 9s. 6d. per lb., duty paid.

Aloes.—No firm offers of Cape for shipment; indications of prices up to 275s., c.i.f. Spot is nominally 285s. per cwt. Curação, second-hand, on spot, 265s. per cwt. paid. No offers from origin; resellers, 240s., c.i.f.

Belladonna.—Root (B.P.) is quoted at 3s. 9d. per lb., spot; English leaf, 3s. 9d.

per lb.

Benzoin.—Sumatra block on the spot is quoted at from £30 to £32 per cwt.; for shipment, £26 to £28, c.i.f.

BISMUTH. — Price of metal has risen from 17s. to 22s. 6d. per lb., in minimum

5-cwt. lots.

Black haw. — Tree bark is offered at 3s. 3d. per lb., ex store.

Buchu.—Rather more inquiry. A fair spot business has been done in short rounds at 2s. 13d. per lb.

Calumba,-Natural sorts are quoted at from 75s. to 80s. per cwt., spot.

CAMPHOR.—Steady, prices_little changed. Chinese refined powder (B.P.) is from 4s, 5d, to 4s, 7d, per lb,, duty paid, \(\frac{1}{4}\)-oz, tablets, quoted at 5s, 9d, to 6s., duty paid (5s, 6d, in bond). \(2\frac{1}{2}\)-lb, slabs are offered at 4s, 9d, per lb, in bond.

Capsicums. — African on spot is 190s.

to 250s. per cwt., as to grade.

Cascara sagrada.—At origin the market is strong; New York reports the highest spot values (44-48 cents per lb.) since 1946. Spot supplies of 1950 natural bark are offered at from 365s. to 375s. per cwt., duty paid (340s. in bond) in London.

CASCARILLA. — Quills on the spot are quoted at 1s. 3d. per lb.; siftings, 1s. to

1s. 2d. per lb.

CHILLIES. - Mombasa, spot, quoted at 345s. per cwt.; for shipment, 315s. to 320s. per cwt. Sierra Leone, spot, 285s. per cwt.; for shipment, 265s., c.i.f.

Cloves.—The market is stronger. Zanzibar on the spot, 3s. 8d, per lb.; for shipment, 3s. 8d., c.i.f., sellers. On the Zanzibar open market prices have risen to 275s, per 100 lb.

COCHINEAL.—Spot quotations are from 6s. 6d. per lb. for black or silver grain.

Colchicum. — Corms on spot are quoted at from 2s. 3d. per lb., as to test; seeds, Ss. 6d. per lb., spot, duty paid.

COPAIBA BALSAM.—No offers are being made of spot supplies and there is nothing available at the source.

Dragons blood.—Firm. Singapore reboiled No. 1, £60 to £62 per cwt., spot.

Elemi.—Firmer. Manilla No. 1 on the spot is up to 3s. 3d. per lb.

Ergor.—Prices up to 78s, per lb. have been paid for spot supplies, according to reports.

Gamboge.—Siam pipe is at £40 to £4 per cwt., duty paid; powder is quoted at 11s, 6d. per lb., spot London.

Gentian.—The market is firm at origin but prices are unchanged at 140s, per cwt., c.i.f. A price of 135s, per cwt. has been paid for spot supplies.

GINGER.—African is offered at 325s, per cwt.; new-crop for February-April ship-ment, 260s., c.i.f. Jamaican new-crop, February-April shipment, 405s., c.i.f., value.

Gualacum. — Spot quotations are from 3s. 3d. to 3s. 6d. per lb.

Gum acacia. — In good demand with prices still rising. Kordofan cleaned sorts on the spot, 130s, per cwt.; for March-April shipment, 105s., c.i.f.

Henna.—Indian green is offered at 90s.

per cwt., ex warehouse London.

IPECACUANHA, — Supplies in Central America appear to be very scarce. Business has been done in Colombian for April-May shipment at 53s. per lb., c.i.f. Nicaraguan, for May shipment, 54s., c.i.f.

Irish moss.—No. 1 carragheen on the

spot, 100s. per cwt., nominal.

Jalap.—Vera Cruz, 9-11 per cent. resin, is available on the spot at 3s. 6d. per lb.; 15 per cent., 3s. 9d. Brazilian (14.5 per cent.) is 2s. 2d. per lb., spot London.

Karaya.—No. 1 on the spot is valued at 400s., and No. 2, 325s, per cwt. Firmer

at origin.

Liquorice.—Anatolian natural root on the spot in London is quoted at from 53s. to 53s, 6d, per cwt.; Russian natural root is offered at 55s. per cwt., spot London. British block, 150s, to 195s, per cwt. as to grade. Turkish block juice is quoted at from 150s, to 220s., duty paid, according to holder. Turkish stick is from 170s. per cwt., duty paid. Italian stick is from 240s. to 475s. per cwt., duty paid

Lycopodium,—Triple-sifted material, on the spot, is quoted at from 11s, per lb.,

duty paid.

MACE.—West Indian pale blade is nominal at 9s. per lb.; for shipment, 9s., c.i.f.; second-hands, Ss. 6d., c.i.f.

Male Fern.-Jugo-Slavian material on the spot is 55s, per cwt.; for shipment, 48s., c.i.f.

Mastic.—No, 1 tears are quoted at from

12s. 6d. per lb., spot.

Menthol.—Quiet. Chinese on the spot is quoted at 100s, to 102s, per lb., duty paid; afloat, 94s, to 96s, per lb., c.i.f.; for February - March shipment from Hong Kong. 90s., c.i.f., quoted. A good crop is expected in Brazil though, owing to unfavourable weather, it will be later than usual.

Peru Balsam.—Very scarce. Supplies the spot are valued at 13s. 6d. per duty paid.

PIMENTO.—Firm. Spot quotations from 1s. $10\frac{1}{2}$ d. per lb.; for shipment, 20

per cwt., c.i.f.

Podophyllum root. — Indian, for sh ment, is offered at 490s, per cwt., c. Spot, 495s, per cwt., nominal.

PSYLLIUM SEED.—Indian is quoted fro origin at 130s, per cwt., c.i.f.

Quince seed.—Cape on the spot, 4s. 1 lb.; Continental, 3s. 0¹2d. per lb., spot.

Seeds, — India reports that rates freight for all seeds have been increas by 25 per cent. Anise.—Turkish on t spot is 150s. per cwt. in bond, and 16 per cwt. duty paid. Caraway.—Dutch still offering at 195s, per cwt., duty pa spot London. CELERY.-Indian has be sold at 1s. 10½d. per lb., spot Londo The shipment price has advanced to 190 per cwt., c.i.f. Corlander.—Market fir Very little spot stocks available. Moroc is 230s. per cwt, duty paid and 220s. p. cwt. in bond. English is quoted at 22; per cwt. Morocco for shipment is 210 per cwt., c.i.f. quoted only. CUMIX.—Ma ket practically cleared of all stocks on spe Nominal quotations for all varieties 250s, per cwt. The latest prices for shi ment are: Cyprus quoted only at 250s, p cwt., c.i.f. Indian, 250s, per cwt., ar Morocco, 300s. per cwt. Dill. — India sold at 80s. per cwt., spot London, Fenne -Indian on spot quoted at 120s, per cw The new crop quotation for shipment between 170s, and 190s, per cwt., c.i. Fenugreek. — Market firm. Morocco r ported sold at 52s, 6d, per cwt, in bond. The shipment price is 46s, per cwt, c.i.f. Lor don or Liverpool.

Senega.—Firmer. Limited offers hav been made at 23s, to 23s, 6d, per lb., c.i. Nothing available on the spot.

Shellac.—Spot F.O.T.N., pure is no 410s.: F.O. Standard 1, 435s.; and fir

orange, 455s, to 510s, per cwt.

TRAGACANTH.—Firm. No. 1 ribbon of the spot is £200 per cwt.; No. 2, £175 No. 3, £155; No. 4, £85.

TURMERIC.—Madras finger is offered a

107s, 6d, per cwt., spot London.
WAXES. — Dar-es-Salaam BEES' spo WANES.— Parters Sanath Bees. Spot 725s, per cwt.; for shipment, 710s., c.i. Benguela, spot, 620s. per cwt., nominal for shipment, 595s., c.i.f. Sudanese, spot 675s., duty paid; for shipment, 595s., c.i. Candelilla.—Spot, 615s, per cwt. Candelilla.—Prime yellow, spot, 1,300s. per cwt. Echmany, March, shipment, 1,230s cwt.; February-March shipment, 1,230s c.i.f., nominal. Fatty grey, spot, 1,225s per cwt.; afloat, 1,150s., c.i.f.; for ship ment, 1,075s., c.i.f. Quricuri.—Spot, 2. per cent. impurities, 1,080s, per cwt.; t arrive, 1,050s, c.i.f.

Essential and Expressed Oils

Almond. - A good business has been one in expressed sweet oil (B.P.) on the pot at from 5s, to 6s, per lb., as to quan-ity; Bitter essential oil, s.a.p., on the pot, is from 24s, to 55s, per lb., as to rade.

Anise.—Inquiry for this oil has been mall; drums are available on the spot at man; drums are available on the spot at rom 15s. to 15s. 3d. per lb., c.i.f.; for hipment, 15s., c.i.f., sellers.

BERGAMOT.—Supplies on the spot are alued at from 61s. to 63s. per lb. There

re few offers.

CITRONELLA. - The forward market is mer with shippers asking 17s. 3d, per a., c.i.f., for February shipment. Supplies ow afloat are offered at 17s. 4d, per lb., i.f. In original drums, spot oil is 17s. 6d. 17s. 9d. per lb. with smaller quantities

om 18s. to 20s. per lb. LEMON.—The forward market in Mesna, after easing slightly is again firm. usiness has been done at 50s, per lb., i.f., but prices asked are now in the egion of 51s, to 52s, per lb., c.i.f. Spot uotations are around 48s, per lb. and

uality varies greatly.

PEPPERMINT. — Rather less inquiry for hinese which is quoted at from 32s, 6d. 33s, per lb., spot; for shipment from long Kong, 31s, 6d, to 32s., c.i.f. Piperita offered at from 55s, to 60s., as to grade.

Controlled Oils and Fats

PRICES (per ton, naked, ex works) of refined oils and imported edible animal fats allocated by the Ministry of Food to primary wholesalers and large trade users during the eight week period beginning on Januar 28, are increased as follows:—

Oir	Grade	OLD PRICE	NEW PRICE
		£	£
Coconut	Refined deodorised	112	136
Coconut	Refined hardened deodor.sed	116	140
Palm kernel	Refined deodorised	112	136
Turn nerrici	Refined hardened deodorised	116	140
Cottonseed	\		- up
Sunflower			
Sesame/	Refined deodorised		0
benn seed	Refined deodorised	114	138
Soya bean			
Maize)		
Groundnut	R fined deodorised	114	140
	Refined hardened deodorised		
	—to 40°	118	145
	—to 50°/52°	119	146
Palm	Refi ed deodorised	III	135
**** 1	Refined hardened deodorised	114	138.
Whale	Refined hardened deodorised		
	—to 42° '		135
	$-\text{to } 46^{\circ}/48^{\circ}$	118	136

Increases have also been announced by the Ministry of Food in the prices of UNREFINED OILS and FATS and TECHNICAL ANIMAL FATS allocated to primary wholesalers and large trade users during the four-week period ending March 3.

VORLD

Indian Cardamoms Output. — At a cent conference of Indian spice growers, was decided to renew efforts to produce id export more cardamoms. An appeal as made to the Government for aid in e campaign.

Ceylon Removes Import Restrictions.rugs and medicines are among the goods at may now be imported into Ceylon om any territory, except Japan, under ben general licence. Surgical, medical, ental and veterinary apparatus is also cluded.

U.S. Factory for Israel.—The Plough les Corporation, a pharmaceutical concern

Memphis, Tennessee, plans to begin oducing specialities during March in a ctory built near Petach Tiqvah, Israel, Matalon Bros., the Israeli partners in e venture. The company has invested 50,000 in the project. Raw materials, cking materials and machinery will be nt from the United States, and the facry will supply Israel, Turkey, Persia and dia. If necessary, the capital will be ineased to \$1 million.

Austrian Cosmetics Production.—Ausan production of cosmetics and toilet

TRADE

products is now adequate to meet all domestic requirements, except in high-quality perfumes. The supply of raw materials (practically all of which are obtained from abroad) is causing concern. Aromatics are particularly scarce. Austria is having difficulty in purchasing essential oils from Italy, because of her exchange situation, and has turned to Holland, France and Switzerland as alternative sources, Domestic production of tubes for shaving-cream, tooth-paste, etc., is now reported to be adequate.

Penicillin Factory for Bombay. World Health Organisation and the United Nations Children's Emergency Fund have offered to assist India in setting up her first penicillin factory in Bombay. The first penicillin factory in Bombay. UNICEF, it is learned, will provide apparatus valued at \$850,000 from the United States. The W.H.O. has offered a grant of \$350,000 to pay for technical assistance. The building of the plant was authorised in December 1949. ject has been undertaken jointly by the Central Government and the Government of Bombay, subscribing 60 and 40 per cent. of the capital, respectively.

TRADE MARKS

From "The Trade Marks Journal," January 24

For cough mixture (5).

CHEERIO CHARLIE, 686,160, by Ernest H. Knape, Ltd., Bere Alston.

For all goods, excluding sanitary clothing (5). BENEMID, 691,646, by Sharp & Dohme, Ltd., Hoddesdon.

For cough lozenges (5).

LICOTABS, 692,523, by Camden Chemical Co., Ltd., London, W.C.1.

For all goods (5).

ANTHIOMALINE, 691,765, by May & Baker, Ltd., Dagenham.

For insecticides (5).

METCO, 692,994, by Metropolitan Chemicals (London), Ltd., London, N.W.2.

For preparations for destroying and repelling moths (5).

MOTHKOL, 694,118, by F. W. Hampshire & Co., Ltd., Derby.

For plastic containers for toothbrushes (20).

DE PATOUL, B693,145, by Rockwell Co.
(D'ton), Ltd., Darlington.

From the "Trade Marks Journal," January 31

For photographic chemicals (1).

FORMALITH, 690,393, by Ilford, Ltd., Ilford.

For industrial chemicals (1).

CREAMOGEN, 691,711, by Carter Products, Inc., New York. LEUCOPHOR, 691,963, by Sandoz A, G., Basle. NERVANAID, 694,322, by Norman Evans & Rais, Ltd., Manchester.

For agricultural and horticultural chemicals (1).
PYBUTHRIN, 693,210, by Cooper, McDougall & Robertson, Ltd., Berkhamsted.

For non-medicated toilet preparations, cosmetic preparations and detergents (3).

RONISTA, 683,024, by Laporte Chemicals, Ltd.,

Luton.

For detergents (3).

LISTERGENT, B690,414, by Lister Equipment, Ltd., Manchester.

For non-medicated toilet preparations (3).

MAYBELLINE, 692,680, by Maybelline Co., Chicago, LYPSYL, 694,080, by Lever Brothers (Rhodesia), Ltd., Salisbury, S. Rhodesia, FIRE SPARKLE, FIREFLY, 694,350-51, by Chen Yu, Ltd., London, W.4.

For insect- and vermin-destroying preparations and disinfectants (5).

EMCA, 688,067, by Acme Fumigating Co., Wallacey

For pharmaceutical preparations (5).

TRIMETON, 688,277, by Shering Corporation, New Jersey. PERIHEMIN, 689,260, by American Cyanamid Co., New York, MYSTREPTON, 691,363, by Glaxo Laboratories, Ltd., Greenford, THUROBROM, 691,595, by Clinical Products, Ltd., Richmond. DIMENYL, 692,167, by Harker Stagg, Ltd., London, E.I. RETAPAS, 692,442, by Norgine Pharmaceutical Products (London), Ltd., London, W.I. MEDISULPH, 693,488, by M.V.A. Laboratories, Ltd., Bourne-

mouth, ALFICETYN, 694,499, by Allen & Ha burys, Ltd., London, E.2. DRENALGINCI ADRORUB, 692,868-693,936, by Stanning Pr prietaries, Ltd., London, W.1.

For medicated tonic wines (5).

VINERGY, 688,878, by J. Stonehill & Co., Ltc London, E.C.2.

For medicated drinks and preparations for makinedicated drinks, all containing glucose (5).

GLUCAZIME, 692,053, by Citrus Products Co. Ltd., Glasgow.

For medicated toilet paper impregnated with piextract (5).

PINECREST, 692,543, by Cresta Products, Ltc London, W.4.

PRINT AND PUBLICITY

Tinplate Handbook.—Recently published by the Tin Research Institute, Fraser Road, Greenford Middlesex, the "Tinplate Handbook" gives factor of use to both buyers and users.

Digest Catalogue.—W. Edwards & Co. (London Ltd., Worsley Bridge Road, London, S.E.26, has published for workers in research, education an industry a 16-page illustrated "digest" catalogu of the many high-vacuum products issued by the company.

"Data Folder." — Coalite and Chemical Products, Ltd., 82 Victoria Street, London, S.W. bring together in a "data folder" a series of leastlets on the company's products, including cresylic acid, creso!, chlorinated xylenols, etc. Boolets Nos, 200 and 400 issued by the company der with cresylic acid and high-boiling tar acids an pure phenols respectively.

"Beauty All Day."—An extensive advertisin campaign is planned for the current year b Goya, Ltd., London, for their rose lotion an other cosmetics. The theme of the campaign wi be "Beauty all day." Space has been booked fo colour pages in women's magazines and black an white advertisements in the daily Press, "Radi Times," and women's magazines.

Medical Leaflets.—Leaflets, folders and booklet obtainable from manufacturers include those liste below:—

Boots Pure Drug Co., Ltd., Nottingham "Chemotherapy of Syphilis and Gonorrhoca" (44 pp.); Flavazole acridine antiseptic and preparations (16 pp.); penicillin oral tablets, Boot (8 pp.); Hepastab forte concentrated liver extract injections of bismuth, B.P., ethanolamine oleate B.P., lobeline hydroch'oride, B.P.C., nikethamide B.P. (Corvetone brand) and phenylephrine hydrochloride, K285 prepared starch powder (surgica glove lubricant), Scobenol benzyl benzoate emul sion (all 4-p. leaflets); and Tusana (cocillan: cough linctus) (2 pp.).

The British Drug Houses, Ltd., Graham

The British Drug Houses, Ltd., Grahan Street, City Road, London, N.1: B.D.H. androgens, estrogens, and preparations of the sex hor mones, Mycil non-mercurial fungicide, Pernivi (acetomenaphthone, B.P., and nicotinic acid B.P.), progestin, B.D.H., and ethisterone, B.D.H (all 4-p. !eaflets); and diphenan, B.D.H., threadworm eliminant (folder issued to doctors with pac of instruction leaflets for giving out to patients).

a custom to cultivate



What makes a customer return regularly to your pharmacy? A good display certainly helps; so too does your readiness to advise on personal problems. But isn't it those products in weekly demand that set the seal

on steady custom? Take baby foods: an infant may need anything up to 50 tins of milk food in the first nine months of life. That means 50 visits . . . 50 occasions when mother will view the rest of your display. Clearly, this is custom well worth winning—custom that OSTERMILK, of all baby foods, is best equipped to win.

Ostermilk



Ostermilk No. 1 is a modified milk food that meets infant needs from birth: while Ostermilk No. 2 keeps pace with 'growing' needs.

Both Ostermilk contain vitamin D and iron to sateguard against rickets and nutritional anaemia.

Ostermilk is top in quality yet lowest in price of all branded milk foods . . . 2/9d. per 16-oz. tin (retail).

Ostermilk is nationally advertised.

The Ostermilk Book (that fund of infant management facts) reaches every type and class of home,

GLAXO LABORATORIES LTD., GREENFORD, MIDDLESEX BYRon 3434

TELLING MORE PEOPLE

Nivea, Nivea, Nivea... in the press, on the pos in fashionable magazines, favourite home weeklie

famous medical journals. Than to a powerful advertising po your job of selling becomes me and more a matter of stocking u meet the ever and always increasing demand for Nivea:

Nivea the all-purpose skin cream, Nivea for the nursery, N for the surgery, and Nivea,





NIVEA

Skin needs care ... fection There is no finer cream than Nivea : it penetrates p down beneath the surface of the skin and nourishes the tissues. For older children, Nivea prevents chafed skin and apped hands and they love its soft, cool smoothness. Nivea is a bland all-purpose cream for your own cosmetic uses Skin needs



SELLING MORE



Midgley's Medicated Soaps

The established reputation of Medisoap Brand of Medicated Soaps results in a steady demand for the various formulae both for dispensing and for counter sales.

Ample supplies are available and a list of the formulae is to be found in Evans current 'A' list.

Technical brochure and further information available on request from:

MEDICAL INFORMATION DEPARTMENT

SPEKE LIVERPOOL 19

And 50 BARTHOLOMEW CLOSE : LONDON E.C.I

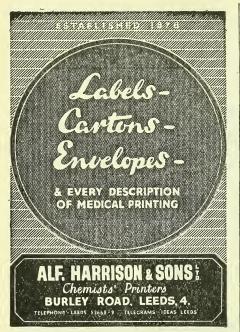
Sole Distributors :

24

EVANS MEDICAL SUPPLIES LTD

IVERPOOL AND LONDON









THE SHAMPOO WITH SCALP PENETRATING ACTION

CEPHOS LIMITED · BLACKBUF

A NUCTA SPECIALIT

This attractive display stand carries the 8oz. Bottle which sells at 3/10.

25/- per doz. plus tax

Also Full range of Toilet Specialities.. Violet Oil, Hand Lotion, After Shaving Lotion

Obtainable from your usual wholesaler or direct from the manufacturers:-

STEWART, GOODALL & DUNLOP LTD. 121a PRINCES STREET, EDINBURGH

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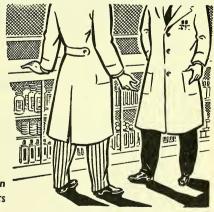
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The Second Round

The wise folk took their first course of ESOBACTULIN in the Autumn-We can now expect them to come in or their second course to lay colds low or the rest of the winter."

The complete course—6 capsules taken over 5 days-is designed to give most people 3 months' immunity from colds.

Retail price 8/3 inc. P. Tax Supplied through your Wholesaler 31% DISCOUNT—Plus bonus of 13 to the dozen OUNTER AND WINDOW DISPLAYS NOW WILL BRING RESULTS





LABORATORIES LIMITED SOUTHON

UPPER RICHMOND ROAD, LONDON

against colds protection

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The NEW 'POPULAR' model Now Available!

To the world's greatest selling hairbrush is now added a NEW model for a NEW market at a price within the buying range of the majority of your customers.

The new "POPULAR" model embodies the design and patented world exclusive hygienic and perfume features of the Kent - Cosby "Allure" Hairbrush in a new range of enchantingly coloured enamelled wood handles, and this brings to an immense new public those benefits which are now being enjoyed by hundreds of thousands of discerning women.



APPLICATION

Remember—the "Allure" brush is an ideal gift line - Every day is somebody's birthday!

ordinary perfume NEW REDUCED PRICE 4/6

Inc. Pur. Tax

BY APPOINTMENT G. B. KENT & SONS LTD., 24 OLD BOND ST., LONDON, W.I Telephone: Regent 1471/2/3. Telegrams: Tricho, Piccy, London PRUSHMAKERS

PERFUME

THE history of perfume goes back into the mists of time. The earliest Chinese records mention incense; Greek mythology tells of the use of scented oils; dead Pharaohs were anointed with perfumes;

Yet it is only in the last 50 years that perfume has established itself as an allimportant element in feminine charm, when good quality perfume began to be available at prices within the reach of every woman's pocket. The beginning of the twentieth century witnessed a great advance in the science of the perfumer—hundreds more odours were made available and both the fragrance and lasting qualities of perfumes improved. It saw, for example, the birth of Californian Poppy, later to establish itself as perhaps the most famous brand of English perfume for, despite a revolution in feminine fashions and habits during the course of two world wars, Californian Poppy remained one of Britain's most popular perfumes.

It is a common thought that France holds supremacy in the perfume field and certainly her products enjoy a world-wide reputation. But the results of a "blind" scent test carried out in the London area by a nationally known market research organization show that British perfumes can hold their own. In this test, Californian Poppy was matched against two exclusive French perfumes. The voting was 32% for the British product as against 33% for each of the expensive French perfumes costing, incidentally, ten times as much.

What constitutes a good perfume? The science of the perfumer is to-day at a high level, but even an expert will find it hard to explain just what gives a perfume enduring popularity. There are, of course, certain requisites; chemically it must be compounded of the purest ingredients. It must stay fresh and keep its character, and it must have personality. Many women confess, too, that they like their perfume to have a "vigour" which will best overcome drab surroundings, a grey outlook, and which is vibrant enough to react favourably on nervous tension. But there is no cut-and-dried formula for creating a perfume as successful as Californian Poppy.

Nineteen-fifty-one will see the 50th anniversary of this perfume. To mark it, the distributors, D. & W. Gibbs Limited, will market a new pack early in the New Year. The pack will be pyramid shape in a bright red and black poppy design, evoking the essential floral appeal of the perfume. The bottle has been re-designed to follow the pyramid line.

The new pack will be a worthy container for a product that is still made with the same care and from the same ingredients as when it first appeared 50 years ago.



★ (Above) New Californian Poppy pyramid pack with the new design bottle. The design for the Presentation size carton carries the same floral motif. ★ (Below) New display units for Californian Poppy featuring the new advertising theme. These displays are in two sizes, one for the window and one for the counter and will be distributed to chemists throughout the country by D. & W. Gibbs Limited.



Ideertiser's Announcement

If it's TABLETS or PILLS you can rely on

MANUFACTURING CHEMISTS SINCE 1839

An organisation with extensive production facilities, a highly skilled staff and over a century of experience.

ARTHUR H. COX & CO. LTD. BRIGHTON, 7. SUSSEX



Does not bleach

convenienc

This attractive and colourful out gives a combined display of BOT shades of Evan Williams Shampoo ar holds: 2 doz. 6d. CAMOMILE SHAMPO for Fair Hai

2 doz. 6d. HENNA SHAMPOOS for Brunette

An effective point-of-sale unit to remit your customers of their favouri shampoo. Available on orders of the minimum quantities. Ask for one ner time you send your order.

EVAN WILLIAMS **SHAMPOOS**

Sales Dept., AINTREE RD., PERIVALE, GREENFORD, MIDDLESE)

treatment

ANGINA PECTORIS, BRONCHIAL ASTHMA, CORONARY THROMBOSIS, CHRONIC COR PULMONALE

A highly purified form of KHELLIN, the active principle obtained from the seeds of the Eastern Mediterranean plant Ammi visnaga (LINN)

enecoroli

containers of 100 tablets through your usual wholesaler

Literature on request to:

MEDICAL DEPARTMENT

BENGER LABORATORIES LIMITED ENGLAND

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TELEPHONE 3112



CUTICURA PREPARATIONS

(MEDICINAL AND TOILET)

SOAP . OINTMENT

TALCUM POWDER . SHAVING STICK

These grand aids for skin-care have been giving confidence and satisfaction for over 65 years.

Profits are good — Advertising consistent and widespread. Sales-promoting window displays always at your service.

The following attractive products, each with a universal appeal, will shortly be added to the popular Cuticura Range:

HAND CREAM · BABY OIL

SHAVING CREAM · LIQUID ANTISEPTIC

AFTER-SHAVE LOTION

British Distributors: NEWBERY & PHILLIPS LTD.

203, Victoria House, Southampton Row, London, W.C.1

THE POTTER DRUG & CHEMICAL CORPORATION

205-207, Victoria House, London, W.C.1

Your customer with a dental plate needs an Addis 88



ADE BY ADDIS LTD. OF HERTFORD, MAKERS OF THE FAMOUS WISDOM TOOTHBRUSH



HANDY TUBE: 8/10 a dozen plus purchase tax at 33½% to retail at 1/3.

STANDARD TUBE: 14/2 a dozen plus purchase tax at 33\3\% to retail at 2/-.



PROPRIETARIES
SUNDRIES DRUGS
TABLETS & PILLS

FOR CHEMISTS

Manufacturing Chemists

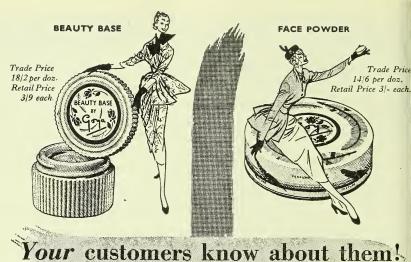
lead Office & Works Mansfield Road Derby Telephone 4266 (4lines). Branch Werehouse Grosvenor St. Ashtonomallyne Telephone 2816 (2 lines)





THOMAS WAIDE & SONS LIMITED

KIRKSTALL HILL LEEDS.5.





In 1951 Goya will be expanding the huge sales of Beauty products achieved in 1950. Powerful advertising campaigns with lively colour-pages supported by scores of hard-selling black-and-white insertions will appear frequently in the National Press and leading Magazines. Thousands of new users will join those with whom Goya Beauty Products are already firm favourites.

In addition to this biggest-ever advertising campaign, Goya has launched a new product—Rose Lotion, a fragrant all-purpose cleanser. It has been received with great enthusiasm and has featured prominently in Beauty Editorials in leading Women's magazines. Such forceful advertising means greater demand for Goya Beauty Products!—make sure you can meet it.



Whooping Cough

To all pharmacists this news is important—the period of whooping cough has begun.

The cough, the whoop and the vomiting have been successfully controlled by the use of 'Eumydrin' (alcoholic solution 0.6%) in drop form, given in milk or water four-hourly.

It would be wise to ensure that there are ample stocks to meet any demand.

Available in bottles 15ml. with dropper.

Trade price 3/7 retailing at 4/9.



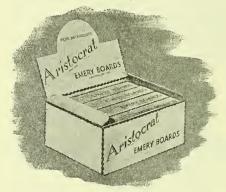
'Eumydrin' is a Reg. Trade Mark, Brand of Atropine, Methonitrate.

BAYER

PRODUCTS LIMITED
Africa House, Kingsway, W.C.2



Some Lines for Your Toilet Trade



NEW PACK FOR

Aristocrat

EMERY BOARDS

Aristocrat Emery Boards are now packed in attractive cartons—printed in blue and green on white board.

Each carton contains six emery boards. Twelve cartons are supplied in a display outer carton. Price Doz. Cartons. 4/6

SCISSORS		-	TWEEZERS	Carded	Doz.
Straight Nail 3" Bent Nail 3" Cut Nail 3" Pocket 4" Thin Cuticle, Straight ,, ,, Bent	•••	 Doz. 17/- 18/- 25/- 19/4 26/- 26/-	3" Narrow Flats 3" Broad Flats 48" Flats, tax free PUMICE STONE		5/- 5/- 5/- 7/6
SOAP CASES	•		★ WASHING SQUA	ARES	Doz.
Celluloid		 7/2	Knitted, with loop for	•	
Plastic, Med. qual		 7/6	hanging (in cellophane		
best ,,		 10/6			7/-
4503 pastel shade		 11/-	★ P	lus Tax 6	66 %

All goods sent carriage paid in free packages.

COTCOODO

Prompt attention given to urgent post orders.

MACDONALD & SON LTD.

HOPE MILLS, POLLARD STREET, MANCHESTER, 4 Ardwick 1561-2

first in the field ... **VENUS**'

with silky-soft Pastel Shade Tissues

... have now introduced this new and exciting multicoloured dispenser box to match the four delicate shades of the contents.



THE NEW **MULTI-COLOUR** DISPENSER BOX

Stock it-display it and increase your sales!

this attractive new pack is selling on sight.

Obtainable from Wholesalers throughout the British Isles.



POPULAR PACK IN THE LAVENDER SHADE DISPENSER BOX in white or peach.

* Also Venus Paper Handkerchiefs in attractively designed cellophane envelopes

THE **HY-G-NIC** PAPER HANDKERCHIEF COLTD GRANVILLE PAPER MILLS, BRETTENHAM RD., LONDON, N.18

TOTTENHAM 4648



London Showrooms: 96 Regent Street, W

Coccidiosis kills.....



Loss among chicks due to coccidiosis can be prevented by adding 2 fluid oz. of 'Sulphamezathine' Sodium Solution (16%) to each gallon of drinking water. Not only is this treatment effective and inexpensive, but the chicks are immune for life from further attacks.

'SULPHAMEZATHINE'

SODIUM SOLUTION (16%)

TRADE MARK

saves!

This product is widely advertised in the national farming papers and is deservedly popular amongst farmers and commercial poultry breeders.

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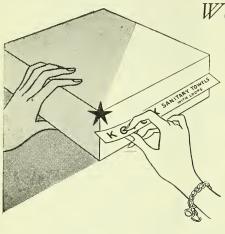
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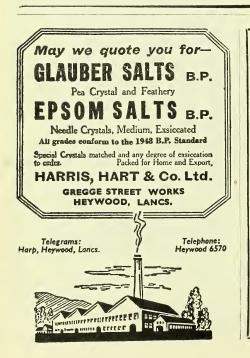
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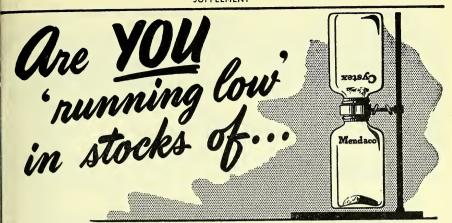
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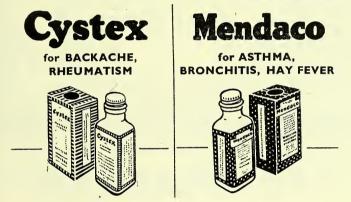
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STRONG For the NORMAL habitually **FORMULA** constipated 25.625% 25.625% Ext. Cascara Sag. Sicc B.P. Ext. Aloes B.P.C. Ext. Leptandra B.P.C. 7.500 25.625 2.083 2.083 3.750 Ext. Gentian B.P. 3.750 Ext. Taraxaci B.P.C 7.500 7.500 Cerevis, Ferment, Sicc. 38.541 20.833 2.083 2.083 Myrrh B.P. Lecithin (Ground Nut) 3.750 3.750 Oleoresin Zingib 0.958 Base to 100,000 100,000

As the Pharmaceutical profession will readily appr ciate from the formula, DR. JANSSEN'S HERBA TABLETS are a safe, efficient and non-habit formir tonic laxative. They are sold entirely through the established trade channels.

Backed by a National advertising campaign, and wit 15 years goodwill, this profit-making product bring to Retail Chemists everywhere a ready-made cliente of over 500,000 women plus the services of a nation wide network of distributors.

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DR. JANSSEN LTD., 37b New Cavendish Street, London, W.

FOR INFECTIOUS SORE THROAT

FORMALGAR

TRADE MARK

CONCENTRATED GARGLE AND MOUTH WASH

This preparation contains Formalin, Glyc. Phenolis, Tinct. Pyrethri, Chloroxylenol, etc., and when diluted in the proportion of one teaspoonful in a tumbler of water forms a pleasant gargle for infectious sore throat, or an antiseptic mouth wash, especially after extractions.

In ribbed oval bottles of 2, 4 and 8 fl. ozs.

2 oz. Cost 10/6 doz. plus P. Tax 3/6. Retail 1/6 each.

4 oz. Cost 18/- doz. plus P. Tax 6/-. Retail 2/9 each.

8 oz. Cost 33/- doz. plus P. Tax 11/-. Retail 5/- each.

Also clear glass bottles of 20 and 90 fl. ozs. for dispensing.

These prices apply in the United Kingdom only

Literature from

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35-43 CHARLOTTE ROAD, LONDON, E.C.2

also at 216 Orr Street, Glasgow, S.E.



Importers and Exporters of Pharmaceutical Chemicals.

All types of Botanical and Crude Drugs for prompt delivery from stocks or shipment from origin.

Established 1890

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CHAS. H. WINDSCHUEGL LTD.

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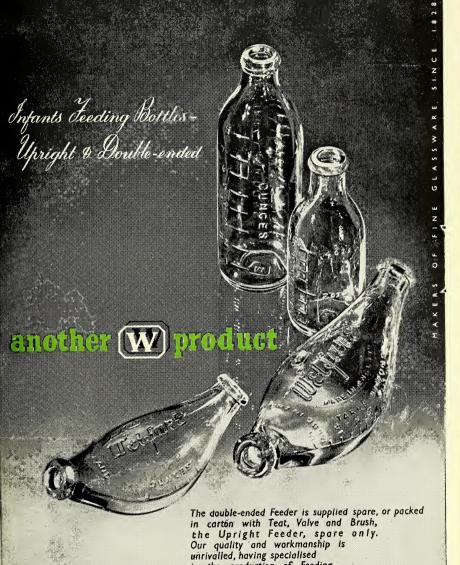
Its resilience and retraction provide a firm and comfortable support appreciated by the Medical Profession.

 $2\frac{1}{2}$ " x 3 yards 3" x 3 yards

Also made in the following sizes: 4" × 3 vds. $2'' \times 3$ yds.

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ESTABLISHED OVER 100 YEARS



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GLASS CO LTD OF BARNSLEY IN YORKSHIRE

in the production of Feeding Bottles for over 100 years.



Sucaryle is an entirely non-caloric sweetening agent. It is intended for use in diabetic, reducing or other diets, where the limitation of carbohydrates is desired.

Tell your customers that Sucaryle retains sweetness in cooking, baking and boiling . . . that it leaves no bitter after-taste when used moderately . . . that it simplifies separate diet meals, since food sweetened is palatable to all the family . . . that one tablet gives the sweetness of a teaspoonful of sugar. Sucaryle is supplied in bottles of 100 ½ gm. tablets. Retail price 4/6d.

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Grams: UNGLABOMAN LESQUARE, LONDON



For the sickroom, Zoflora can be recommended for the dual purpose of purifying the air and, with its pleasantly refreshing perfume, it is conducive to untroubled sleep.

A splendid seller in all seasons, for the home, the hospital and public rooms of every kind.

Zoflora

perfumed

DISINFECTANT

is a preparation of antiseptic floral oils and synthetics, to be diluted with water for spraying.

Retail Prices: In bottles, 2/-, 7/- and 13/6.

Also complete spraying outfits 10/- and 21/-

Usual Trade Discounts



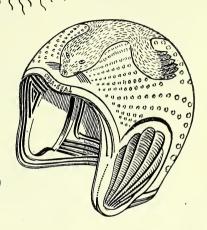
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It's going to be a SUBA-SEAL summer too!

with the new

Watertight

bathing cap



PACKED INDIVID-UALLY IN CAR-TONS one of which is held in the NEW CUT-OUT DISPLAY cf outstanding appearance, which will undoubtedly make sales if displayed prominently.

A really outstanding new STRAPLESS design incorporating the Suba-Seal principle of proved sealing by suction. Sleek and attractive in appearance, with a streamlined moulded design on the outside, comfortable and completely watertight in use ... this bathing cap will become a popular favourite this summer. In a large variety of colours: PASTEL PINK, PASTEL BLUE, PASTEL GREEN. LEMON YELLOW and carried out in the new special Suba-Seal glossier finish rubber.

The Quota of these caps is rapidly being taken up-reserve your order NOW and guarantee delivery. Retail selling price 6/11d. each.

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Phone: Barnsley 4081 Grams: "Subaseal," Barnsley

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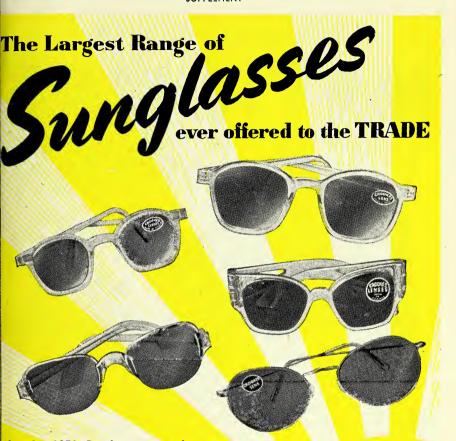
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These original developments of Ortho research are consistently before the medical profession and teaching hospitals. They are the most widely prescribed of their kind. The clinical need is established and the demand justifies their prominence in your pharmacy. Ortho-Gynol Set Ortho-Creme Set (Sizes 55-95) (Sizes 55-95) Ortho-Gynol Ortho-Creme Pkge A Pkge A Ortho Diaphragm (with applicator) (with applicator) Ortho-Gynol Ortho-Creme Pkge B (tube only) Pkge B (tube only) Ortho Diaphragm (Sizes 55-95) Available through vour usual wholesaler

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HIGH WYCOMBE . BUCKS . ENGLAND



In the 1951 Bartlett range there are sunglasses styled and priced for everybody! Quick, profitable sales await you—this is the most attractive and varied range ever offered to the trade. Send for illustrated leaflet and make your selection—right away!

Order from your usual wholesaler

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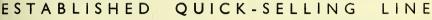
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TELEPHONE HOLBORN 1078/9 (Px)



GRAND display bonus for an





Despite war-time priorities and restrictions, RIBENA sales have multiplied 16 times in 8 years. Now, RIBENA is available to all in a new pack with a new, deep-drawn, pilfer-proof top. A vigorous national advertising campaign is in operation and display material is available on request. To help you increase your sales of this fast-growing line we now make this grand Display Bonus offer. Cash in with RIBENA!

DIRECT 6 DOZEN MINIMUM Plus Bonus of 1 bottle per dozen free in exchange for 14 days Window Display. 30/3d. per dozen net—30 days.

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Packed 1 dozen bottles per carton.

(Bonus packed half-dozen bottles per carton).

Cartons and bottles non-returnable.

PRICE 3/3^d

RETAIL

Ribena contains not less than 20 mgms. of Vitamin C per fluid oz.

H. W. CARTER & CO. LTD • THE ROYAL FOREST FACTORY • COLEFORD • GLOS.

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From 5 February 1951, retail prices of the following products will be:

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1 lb. tins ... 2/3d.

SCOTT'S M.O.F. ½ lb. tins 1/2d.

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SCOTT'S STRAINED FOODS
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INGLIS FOOD
I lb. tins ... 2/3d.

A. & R. SCOTT LTD.,

West Mills, Colinton, Edinburgh

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TABLETS

The best method of prescribing the valuable synergists A.P.C.

combination.

Dispensing pack 75 for 2/6 Tax Free Retail Counter Packs 10½d. 1/9 and 3/3

- Will not constipate
- Well tolerated by patients liable to gastric upset.
- Rapid and prolonged antipyretic and analgesic action.

FORMULA

Acid Acetysal - 2½ gr. Caic. Phos. - 2½ gr.
Phenacetin - 2½ gr. Phenolpthalein 1/12th gr.
Caffelne - 1 gr. Amylum - 1 gr.

ABBOTTS DRUGGISTS LTD

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AN ALL COTTON WOOL PRODUCT OF REPUT

Consolute Patent No. 410702

SUPERFINE QUALITY
ALL WOOL SANITARY TOWELS

LOOPED ENDS
NON-ABSORBENT BACK
WHOLESALE ONLY

ROBERT BAILEY & SON, LTD.
SURGICAL DRESSING MANUFACTURERS
DYSART STREET, GREAT MOOR, STOCKPORT
Home: GREAT MOOR 300 Grons: "UNMORPUTED," STOCKPORT



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Specialists

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Tablets

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45 years' of Specialised Manufacturing Experience assure you of

QUALITY and ACCURACY

PACKED TABLETS, supplied in the usual sizes with Chemist's Own Name Labels if desired. Specimen Label designs sent on request.

BULK TABLETS, including NF lines, supplied in convenient quantities from 100 upwards.

SACCHARIN TABLETS, in packets of 100 or in bulk.

The

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RODINE AMERICAN

Always in demand!
T. HARLEY LTD., PERTH, SCOTLAND



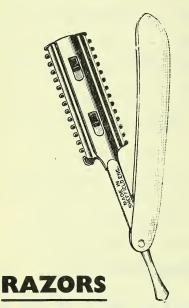
IN BULK-LOOSE TO WHOLESALERS AND PACKERS
GENERAL TABLETING SERVICE

STANDARD SACCHARIN TABLETS, Etc.

THE DALES TABLET MAKERS LTD. Steeton, Nr. Keighley

Phone: STEETON 3222

RAZOR CO., LTD.



The Durham-Duplex Razor is still being manufactured. The present shortage of raw materials may restrict this production, but every effort is being made to hold our present standard.

BLADES

There is no shortage at the moment of the Durham-Duplex Blades, production is increasing and we are hoping to give immediate delivery in the near future.

DURHAM-DUPLEX RAZOR CO., LTD.

72 ARUNDEL STREET SHEFFIELD, I

For cool customers
Customers
Customers
GUMS & LOZENGES
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CARR'S VITAMIN B₁
PREPARED WHEAT EMBRYO

A RICH NATURAL SOURCE OF VITAMINS B and E

TWO SIZES /-

Trade 16/- doz. or 27/- doz. FREE NON-RETURNABLE CARTONS

From Principal Wholesalers or from the Manufacturers

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CARLISLE



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SevenSeaS advertising, in press, poster and cinema, is being increased to build up public interest . . . let it work for *you* also.

A striking window display like this will bring customers into your shop and turn their interest into sales. Write today for these eye-catching SevenSeaS showcards and special window display material.

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PURE COD LIVER OIL

British Cod Liver Oils (Hull & Grimsby) Limited, St. Andrew's Dock, Hull

WORLD'S MOST FAMOUS HAIR TONIC



stops hair falling starts sales rising

Petrole Hahn has been renowned throughout the world for over 70 years as an unrivalled preparation for preventing scurf, dandruff and falling hair. This fine reputation, growing every year, means certain sales for you. Place your order now-Hovenden: will fill your order immediately-no matter how large Small size (6!- retail): 28!8 doz. plus 100% P. Tax Large size (101- retail): 481- doz. plus 100% P. Tax

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CROSSKILLS OF NORWICH

The main distributors for the Eastern Area

LARGE STOCKS



PROMPT SERVICE

SURGICAL AND MANICURE SPECIALITIES LTD.

Manufacturers of all kinds of SCISSORS, TWEEZERS, CEPS, NAIL & MANICURE FILES

NAIL CLIPPERS Carbon Steel-Chromium Plated. accurately aligned. Hand ground cutting edges.



Kiddies love it! Mothers praise it!

and it's a fine selling line!

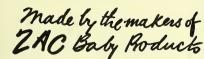
sound therapeutic preparation too, which ou can confidently recommend for kiddies' oughs and colds, well knowing that its delicus flavour (FERUTE contains real blackirrant and raspberry juice) will earn you

vour with the children and grateful anks from worried mothers. FERUTE a real "good-will" builder. Never sticks n the shelves. Repeats and repeats ad repeats. Truly a happy "till tinkler"!

FERUTE COUGH SYRUP

Contains real Blackcurrant and Raspberry Juices

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EAST ANGLIA - - - Messrs. East Anglia Wholesale Supplies Ltd., Norwich

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'STANDARD' MODEL

Supplied in Assorted Colours

Superbly finished always reliable

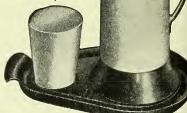
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Retail 16/-JUG only

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THE EXTENSIVE NEWSPAPER ADVERTISING CAMPAIGN FOR

DRY-SEALING" PROCESS

EGG PRESERVATIVE

WILL CREATE A

GREATER DEMAND! Wise retailers will be

prepared to meet

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stocks NOW!



One quick dip and the eggs are perfectly preserved for 12 months or more, stored in any cardboard or wooden box or basket.

OTEG IS SUPPLIED IN AIR-TIGHT TINS

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Available in three sizes:—
BIJOU (for 250 eggs)

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> Over 50 years' service of everything Surgical

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FOR THE RELIEF OF HYPERTENSION



Supplied in bottles of 50 and 250 Tablets

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Also available in Tax-free Dispensing Packs containing 500 tablets at 32/-

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Let us help you to solve your unglass problems for the coming eason by sending you details of the omprehensive range of beautiful unglasses we have available, in all hapes, sizes, colours, and materials a suit all pockets. Write now to ...

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FOR CORKS

IES, we mean it. We treat corks as mere I bottle-fodder—brutally stamp out every vestige of individuality, in quality or dimensions. We are notorious for reducing corks to a

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Boiled alive. . . .

The Nazi press-gangs had nothing on us. We ruthlessly rip the bark from Spanish cork-oaks, boil, scrape, and press it, then shut it in the "hot-box." When it's thoroughly cowed, we

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punch thousands of corks out of it. These are then subjected to a series of fiendish torturestapering, bevelling, sanding, notching, sterilizing-even branding! If after all this there is still 1/63rd of an inch of individuality about a cork-off it goes to be ground up into byproducts. Sometimes only 5 per cent of a whole batch survive to become corks of our Grade A quality.

If you feel as callous as we do about corks, and want them to be absolutely alike in quality and size-just let us know, by letter or telephone. Armstrong Cork Co. Ltd. (Closure Division), Kingsbury, London, NW9 Tel: Colindale 7080. Scottish Branch: 5 Oswald Street, Glasgow, C.1. Tel: Central 5703.

FREE ON REQUEST. The nandy Armstrong string of Standard Cork sizes shows at once what size you wantwhether for dispensing or for ordering supplies. May we send you one?

ARMSTRONG'S CORKS

CORKS CROWN CORKS MOULDED CAPS





Bu'lt-in Control gives speed variation between 20 and 2000 r.p.m.

Also larger models. SL-I for vessels up to 5 galls. and S.C. for vessels up to 500 gails.

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For prices and further particulars write t

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NORTH LANE — ALDERSHOT



OWERFUL NATIONAL ADVERTISING lends strength to your Zubes Cough exture display. Millions of newspaper eders will be reminded once again that thing can beat Zubes Cough Mixture. See your stock high for good profit—



COUGH MIXTURE

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ANUFACTURED BY F. W. HAMPSHIRE & CO. LTD., SUNNYDALE, DERBY.

In line with modern therapy

CIMLAC GAUZE

NON-GREASY, NON-ADHERENT

Reports on clinical trials indicate that remarkable results are obtained in the healing of chronic ulcers, wounds, burns and carbuncles, and that rapid control is obtained of infection due to Hæmolytic Strep., Strep. Viridans, Staph. Aureus, B. Pyocyaneus, B. Subtilis and B. Proteus.

Cimlac Gauze is compatible with systemic antibiotic therapy.

PACKS. Prescription: Boxes of 12 pieces $3\frac{1}{2}$ " x $3\frac{1}{2}$ "

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Available only to Hospitals, Private Practitioners and Medical Depts.

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FUNGICIDAL AND FUNGISTATIC

The combination of Parachlorophenylether and Phenylmercuric Nitrate in Calped provides rapid control of pathogenic fungi associated with Dermatophytoses, Tinea, Pruritus Ani, Pruritus Vulva, and allied fungoid infections.

RapiJ relief from itching and irritation is obtained with subsequent

healing of the lesions.

Available as a cream or powder.

PACKS. Calped Powder: 4 oz. drums. 1 lb. Jars.

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ANALGESIC AND ANTIPYRETIC

The side effects of depression and constipation often associated with the administration of analgesics are avoided by the inclusion of Phenolphthalein and Caffeine in a balanced formula containing:-Acid, Acetylsal., Phenacet., Caffein., Codein. Phosph., Phenolphthalein.

Indications: All conditions where an analgesic is indicated, and as an Antipyretic in cases of Influenza, Acute Rheumatism, Tonsillitis and Coryza.

PACKS. Screw Capped Bottles:

50, 125, 250, 600 and 1,000 tablets.

Our Medical Preparations are announced only to the Profession.

Literature and samples available on request

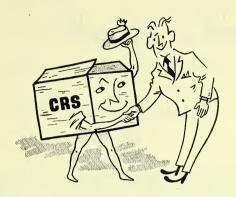
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They can be used again.

It is a grand help to the deliveries of further supplies.

Look after your C.R.S containers and you will be helping to close the dollar gap.

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META AMINO PHENOL 99/100% PAS ACID

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In Bulk and Tablet forms

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WELWYNGARDEN CITY: HERTFORDSHIRE: ENGLAND

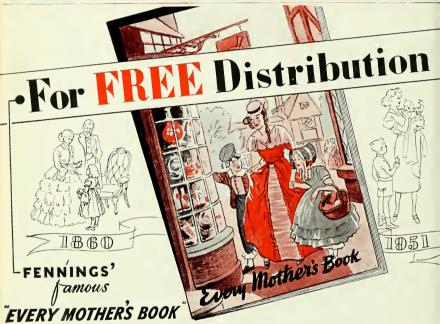
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FEBRUARY 10, 1951





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and upbringing of children, simply written and attractively illustrated.

Please write, stating number required to:—

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